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 246 10 National coopers' journal, devoted to the cooperage industry
 260 Philadelphia, [Pa. \$bS.l.] \$c1885-1951
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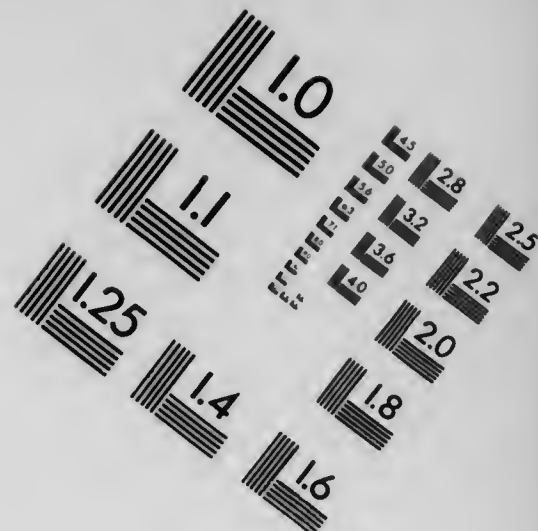
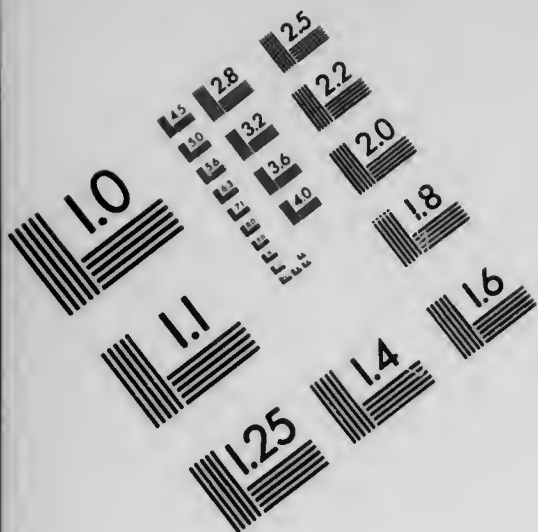
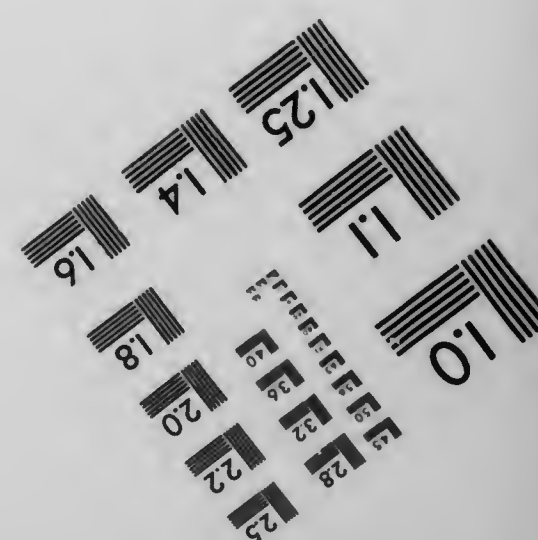
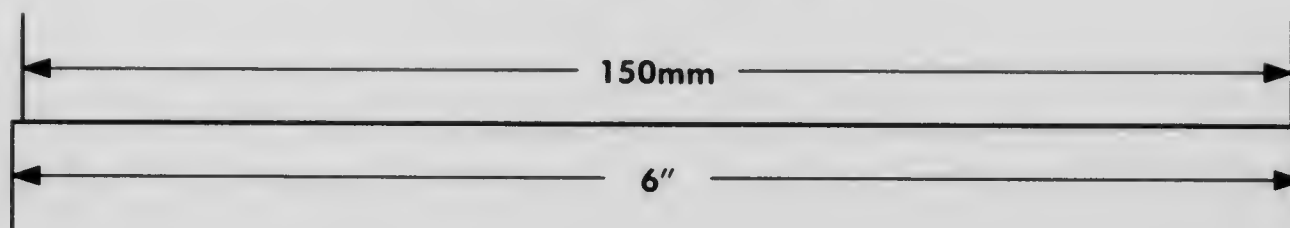
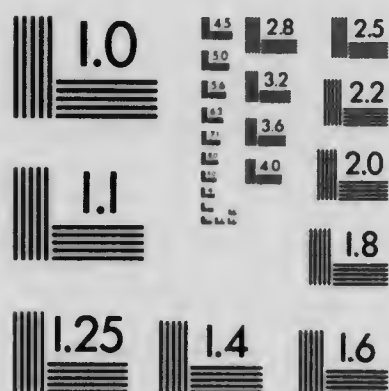


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Philadelphia, May, 1920

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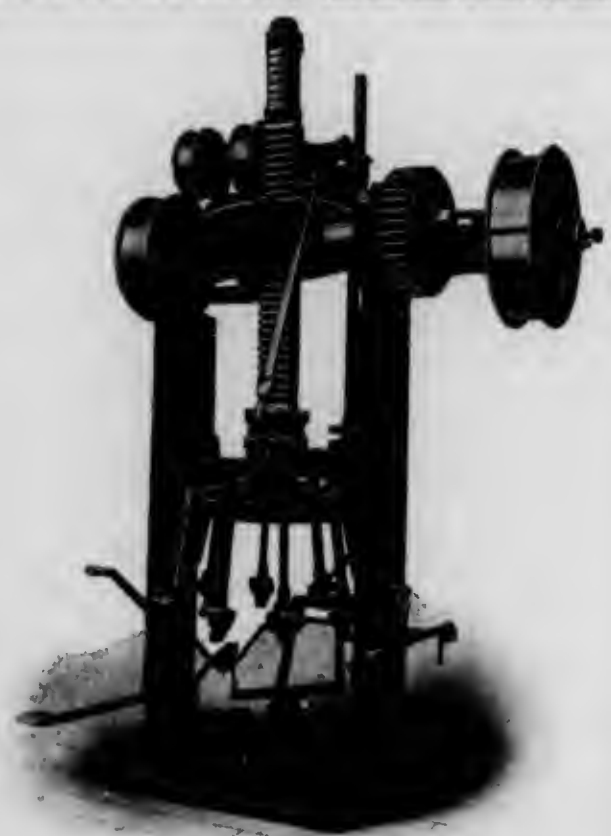
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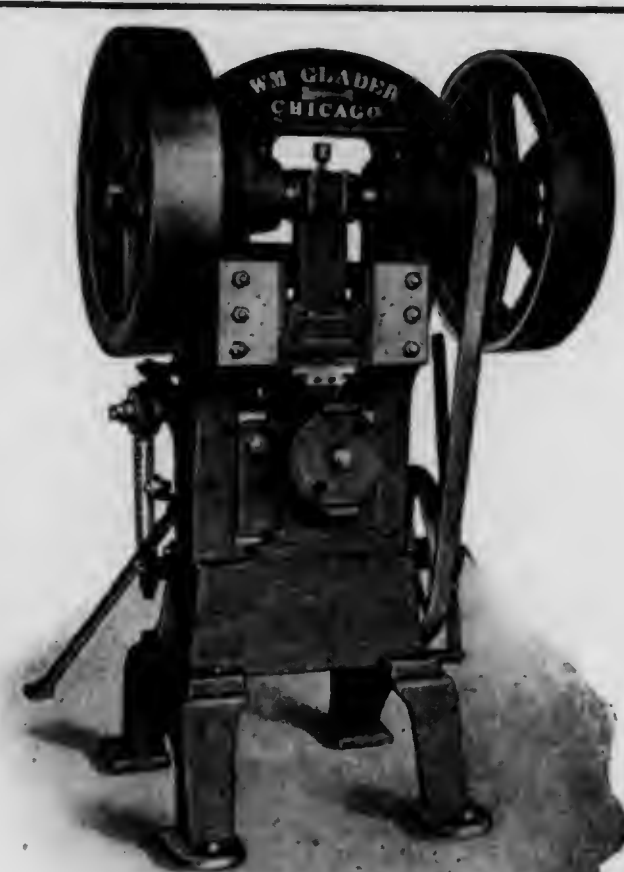
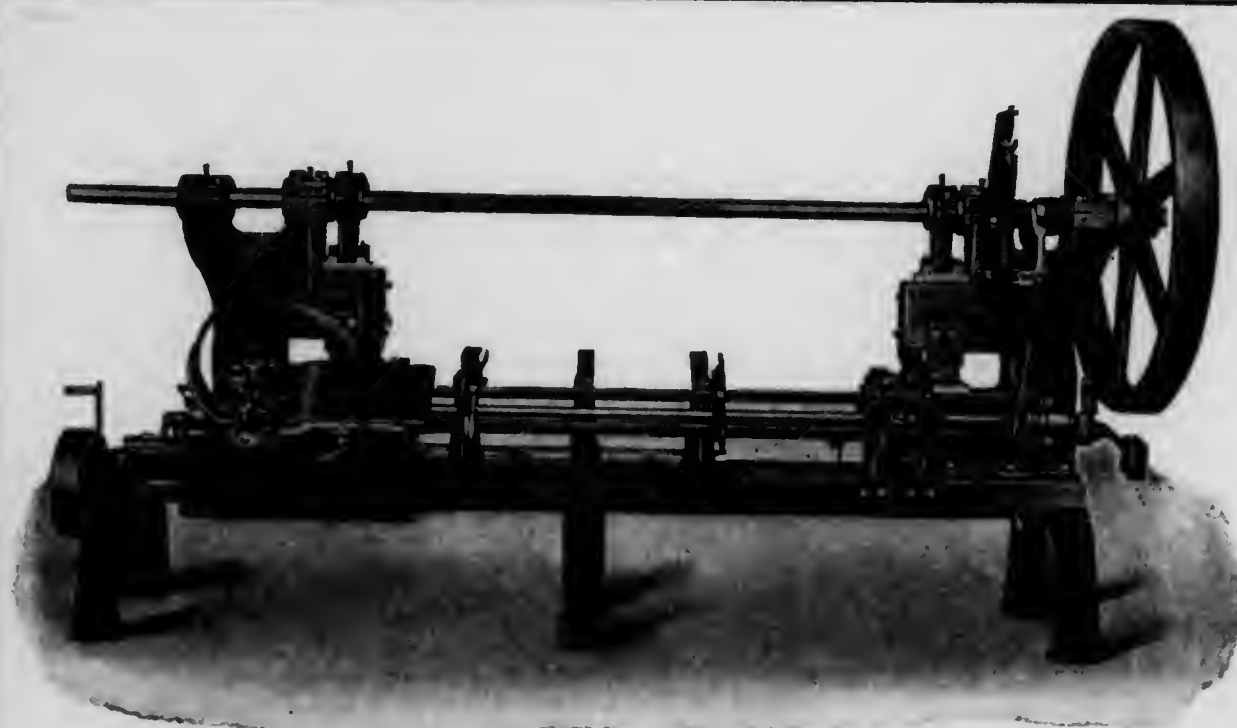
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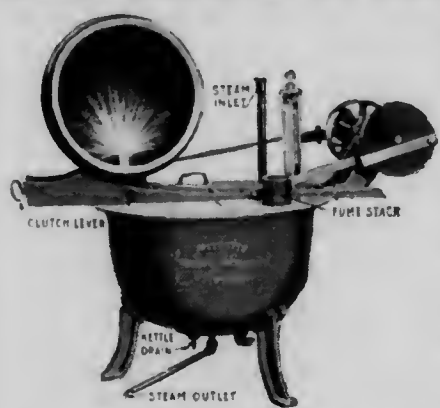
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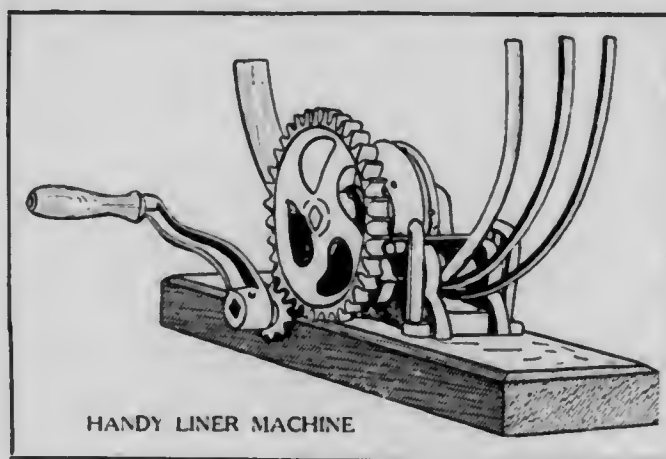


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The National Coopers' Journal

THIRTY-SIXTH
YEAR

Philadelphia, May, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 1

Co-Ordinating of Americanization Efforts Leading Theme of National Chamber's "Increased Production" Convention. Frederick J. Koster Supports Movement From Floor

One of the most important reports received April 26th at the meeting of the National Councillors, which meeting of Councillors, with Homer L. Ferguson, of Newport News, president of the Chamber, in the chair, opened the eighth annual convention of the National Chamber of Commerce at Atlantic City, was that of the board of directors. Chief among the recommendations was one that the Chamber of Commerce of the United States undertake the task of co-ordinating all the Americanization efforts now under way in the United States. Frederick J. Koster, of the California Barrel Co., San Francisco, supported the movement from the floor. The proposition was adopted unanimously.

The proposed movement of co-ordinating of Americanization efforts had greater bearing on the purpose of the convention, the keynote of which was "increased production," than any other that later came up, since it is a well-recognized fact that something must be done to overcome the spread of radicalism throughout the country. It is also realized that this cannot be done through spasmodic and widely separated movements. The purpose of the movement proposed is therefore to bring all agencies into a united effort to make all foreigners good citizens and present citizens better citizens. The Councillors approved the entire report of the directors.

It was voted that the five propositions enumerated below be referred to the national council with the statement that they had met with the informal approval of the board and that the board desired the advice and suggestions of the national council in respect thereto before considering them formally:

"First. That the board of directors create a standing committee on American ideals.

"Second. That the board relate this committee to the department of civic development of the chamber when the department is created.

"Third. That the board of directors authorize the receipt of funds for the specific purpose of the promotion of American ideals to be disbursed from its treasury under such rules or regulations as the board shall prescribe."

"Fourth. That the board of directors authorize this committee to create a bureau of inquiry and information concerning enterprises operating nationally in philanthropic and patriotic fields.

"Fifth. That the board authorize its committee on American ideals to create a central council, composed of the executive of such organizations and of others which may hereafter be created, operating nationally in philanthropic and patriotic fields."

International Trade Solely in Business Men's Hands, Says John H. Fahey

In his opening remarks before the National Councillors' meeting, John H. Fahey, of Boston, Mass., honorary vice-president of the Chamber, voiced the sentiment held throughout the greater portion of the business world when he said that regardless of what politicians and statesmen may say or do, international trade relations lie solely in the hands of the business men of the world. The leadership in such matters must be taken by business men.

Mr. Fahey, who will head the delegation of American business men that will go to Paris in June to attend the first meeting of the International Chamber of Commerce, explained what is to be expected from the International Chamber, saying in part:

"The International Chamber of Commerce is expected to work somewhat along the lines of the Chamber of Commerce of the United States and as similar organizations in the other great commercial nations of the world operate. It will afford an opportunity for the business men of the nations to come together and discuss those problems which still exist as obstacles to the freer intercourse of commerce so vitally important to the business men and bankers of one nation as well

as another, those ever recurrent difficulties which need to be dealt with persistently if real progress is to result.

"Beyond that there is, of course, the advantage which comes from personal contact, better understanding and the realization that men of good will in all countries desire to work together for common progress throughout the world. Business men, who, after all, are charged with the responsibility for the daily and week-to-week work which gives progress, must have some voice as to the conditions under which they are to work out progress.

"Politicians and statesmen may devise schemes to develop trade, but the burden of carrying on the real work rests on the business and financial interests of the world in large part.

Want Position of United States Chamber on League of Nations Determined

Lazard Kahn, of Hamilton, O., following Mr. Fahey's address, moved that a committee of five Councillors be appointed to determine the position of the Chamber of Commerce of the United States on the League of Nations. After much discussion the matter was referred to the committee on resolutions.

Bankers Work on Exchange Difficulties

One hundred and fifty of the leading bankers of the United States worked on the program to relieve the exchange difficulties between the United States and European countries. They comprised the committee on European finance, which was appointed as an outgrowth of the International Trade Conference held in Atlantic City last November under the auspices of the Chamber of Commerce of the United States. James S. Alexander, president of the National Bank of Commerce, New York, is the chairman of the Finance Committee.

For the last three months Mr. Alexander has devoted much time to the working out of the report of the committee. This report was under discussion April 26th at the executive session of the committee in the Traymore Hotel, and at the April 27th session Mr. Alexander presented the report as chairman of the executive committee of the national body. The action called for on the part of the Government is a revision of excess profits and income taxes so that large investors can afford to put their funds in other than tax-free securities, and the sanction and co-operation of the Government in plans for supplying reconstruction credits to Europe.

The report also emphasizes, as other necessary factors from the American viewpoint, the formal establishment of peace and the practice of increased thrift and conservation in consumption on the part of the people of the United States so as to make available capital for reconstruction without further inflation in this country. From the European viewpoint, a return to work and production, the practice of thrift, reduction of inflated currency balanced budgets and political stability are pointed out as necessary to restore trade equilibrium and to establish American faith in European securities.

No Change in Prices Until Production Overtakes Consumption, Says A. W. Douglas

A. W. Douglas, of St. Louis, who compiled the data for the business map for Nation's Business, the official organ of the national chamber, told the Councillors that prices cannot be expected to fall until production overtakes consumption. Mr. Douglas said the numerous societies that have been organized in this country to fight the high cost of living will be of no avail unless the production of all commodities is increased to the point where there will be enough to meet demands.

Mr. Douglas said that there was no need of mentioning increased production to the farmer, because for the last four years the farmer has been doing his share to meet the heavy demands that have been made upon him. It would be like waving a red flag at a bull to mention maximum production to a farmer.

But while the farmer is doing all he can, he said, "we must get out of the notion that he is a philanthropist and that he will produce things that do not pay him a reasonable return for his labor. He is much like any other business man who looks for a fair profit on his investment."

National Taxes "Unscientific," Says President Ferguson

Mr. Ferguson, president of the Chamber of Commerce, in his annual address, expressed the belief that only time and work can restore the balance between production and consumption, allay industrial unrest and reduce the cost of living. President Ferguson said the "gradual but sure hardening of credit is having a good effect and the country-wide movement in favor of greater economy is an excellent sign."

He attacked national tax laws as "unscientific," and added: "Under the mistaken idea that taxes should and can be collected almost exclusively from the well-to-do and the rich, war taxes on excess profits have been continued into peace with the result that credit is unduly restricted by investors putting their money into tax-free securities, extravagance is encouraged, and the consumer who thinks in many cases he is escaping without a tax is paying several taxes."

War Taxes Arraigned as Unfair to Business

Federal taxation as at present exercised was arraigned as unjust and fallacious by George T. Buckingham, of Defrees, Buckingham & Eaton, Chicago, in his address before the convention assembled, and as the arraignment progressed 4,000 delegates to the eighth annual meeting applauded. Mr. Buckingham was only one of those who attacked the taxation laws at the general session on the Million-Dollar Pier. Daniel C. Roper, former commissioner of internal revenue and at present president of the Marlin-Rockwell Corporation, New York, followed suit in degree, but to some extent took issue with Mr. Buckingham.

Increased Production Only Remedy for Alarming Situation, Says Geo. E. Roberts

George E. Roberts, vice-president of the National City Bank, New York, spoke in part as follows on the theme "International Finance in Reference to More Production."

"With modern facilities of transportation what they are and will be, the natural resources of the whole world, under normal conditions, must be considered together as a common source of supply for meeting the wants of all peoples, and likewise the industrial equipment of every country is a part of the common means of supply. The world's supplies are virtually pooled. Every country is interested in the development of the productive capacity of every other country.

"It is agreed that increased production is the only remedy of the alarming situation which exists in the world today. The ghost of over-production is banished for the time being at least and ought never to trouble an intelligent and well-ordered society again. There is no possibility of a general state of over-production, although there is always the danger of unbalanced production, and some reason to apprehend it today.

"Capital invested abroad is not lost to the home country. Not only is it opening up new opportunities for the home market, but it is usually engaged in increasing the supply of products that are required in the home market. These international enterprises are beneficial to the countries in which they are placed, for they open up idle resources."

Railroads Entitled to Adequate Returns for Services Rendered

The report of the committee, signed by George A. Post, of New York, chairman, declared "railroads are entitled to receive from shippers and passengers rates that will pay them a living wage for services performed, and it is the duty of the public to insist that its representatives in city Councils, in the State Legis-

latures and in the national Congress shall establish by legal enactment a transportation policy that is sound from a business standpoint." The report was unanimously adopted.

Railroad Executives Will Endeavor to Make New Transportation Act a Success

Railroad executives of the country sent letters to the convention April 28th, saying that they will endeavor to make the new transportation act a success. The letters were read by George A. Post, secretary of the national chamber's railroad committee.

Thomas DeWitt Cuyler, chairman of the association of railway executives, said: "The Chamber of Commerce of the United States performs great public service in mobilizing the sentiment of business men for a law to protect railroad credit and insure the growth of our transportation systems. It is now the task of all of us to make the transportation act a success."

Samuel Rea, president of the Pennsylvania, said: "The duty of those who use, operate, own or regulate the railroads is to make the law promptly effective, otherwise the act of Congress is useless. Delay or failure to act will result in insufficient transportation facilities and service that must restrict or stop the output of many factories, farms and mines."

F. D. Underwood, president of the Erie, said: "The railroad situation, from my point of view, is mending, for the reason that general business is gradually finding itself, and, in common with other things physical and mental, becoming normal. It has been demonstrated that the radical elements, which stop at nothing to gain their ends, are in a minority."

Other presidents who sent communications: W. H. Finley, Chicago and Northwestern; H. E. Byram, Chicago, Milwaukee and St. Paul; C. H. Markham, Illinois Central; E. E. Loomis, Lehigh Valley; E. J. Pearson, New York, New Haven and Hartford; Ralph Peters, Long Island; S. M. Felton, Chicago Great Western; W. H. Truesdale, Delaware, Lackawanna and Western; B. F. Bush, Missouri Pacific, and J. E. Gorman, Rock Island.

The Question of Labor

Discussion of labor's relation to capital, to which subject the convention devoted its Thursday session, began with the railroad group on Wednesday night, R. H. Angell, acting Mayor of Roanoke, Va., precipitating the discussion and offering in conclusion some recommendations that should be made to both National Conventions in favor of planks against labor domination. While a number of delegates briefly expressed support of such a policy, declaring the convention could not consider "increased production without regard to transportation problems, which, in turn, led to the problem of organized labor, the whole matter was carried over until the Thursday morning session, when Matthew Woll, vice-president and member of the Executive Council of the American Federation of Labor, addressed the convention. Mr. Woll's subject was "Labor's attitude in relation to production," and clearly showed that union labor was not in favor of the Industrial Court law as advocated by Governor Allen of Kansas. Governor Allen, in his remarks on the Industrial Court as established in Kansas, said in closing:

"In Kansas we have written a law where we say we will make this court like every court; we are going upon the fundamental idea that society has the right to take jurisdiction of offenses taken against it in the name of industrial welfare, the same as we did when society took jurisdiction in the civil and criminal courts over other offenses."

Base Wages on Production

John W. O'Leary, of Chicago, made a strong address on "The Employer's Part in Production," which for sanity and clear vision would seem to show the way out of most of the prevailing difficulties if it can be inaugurated. The latter part of Mr. O'Leary's address was to the following effect:

"I can see but one permanent remedy for existing conditions and that is the adoption of a wage system based on production. The employer must assume responsibilities for development of such systems. They must be fairly based so that an honest day's work will produce an honest day's pay. Beyond that, the individual workman should be unrestricted and every effort made to encourage a maximum of output. The result will be a high real wage rather than a high money wage—a participation in profits of industry and a benefit which will reach the public. Shorter hours will be possible, and not least of the advantages of such system will be contented men. It is unnatural for men to be contented under a program of work which requires them to kill time, and nothing quite equals the satisfaction of accomplishment of a real task."

The convention, at which fully 4,000 business men from all parts of the country and all lines of endeavor



C. M. VAN AKEN, NEW YORK

National Councillor and Delegate representing The Associated Cooperage Industries of America at the Atlantic City Convention. Mr. Van Aken will deliver his report of the convention before the cooperage men assembled in fifth annual session at St. Louis.

were in attendance, ended with the Thursday, April 29th, session. All of the nominations for directors announced Wednesday by the nomination committee were affirmed and the nominees elected.

Defrees Elected President

The following officers were elected by the board of directors: President, Joseph H. Defrees, Chicago; vice-presidents, A. C. Bedford, chairman of board, Standard Oil Co. of New Jersey; William Butterworth, president, Deere & Co., Moline, Ill.; Philip Tukey, Louisville, president, Kentucky Manufacturers' Association; Edward MacFie, Los Angeles; honorary vice-presidents, F. S. Gillette, Minneapolis, president, Minneapolis Iron and Steel Co.; Charles Nagel, St. Louis, formerly secretary of commerce and labor; A. B. Farquhar, York, Pa., president A. B. Farquhar & Co., Ltd.

A senior council was created with the following as members: Harry A. Wheeler, Chicago; John H. Fahey, Boston; R. G. Rhett, Charleston, S. C., and Homer L. Ferguson, Newport News, Va., all former presidents of the chamber, and Wallace D. Simmons, president Simmons Hardware Co., St. Louis, a former vice-president.

Elliott H. Goodwin, Washington, general secretary of the chamber, was elected resident vice-president in charge of headquarters, and D. A. Skinner, assistant secretary, was made secretary; John Joy Edson, Washington, was elected treasurer. Frederick J. Koster, San Francisco, was named chairman of the executive committee.

Treaty of Peace Should Be Placed in Effect Without Further Delay

The chamber went on record in favor of a "constructive Americanism"; urged that a treaty of peace "should be placed in effect without further delay," and adopted a resolution opposing a cash bonus for soldiers, but favoring immediate provision for disabled or sick soldiers or their dependents.

Increased Products Vital

"The country's problem can be largely solved through increased production, thereby restoring proper relations between supply and demand," a resolution said. "In aid of increased production and to enhance its benefits economy must become a cardinal principle with all of our public authorities, federal, state and local, and must be practiced by every citizen."

Of "government and business," it added: "It is essential that our government should scrupulously refrain from entering any of the fields of transportation, communication, industry and commerce, or any phase of business when it can be successfully undertaken and conducted by private enterprise. Any tendency of the government to enter such field should be carefully weighed in the light of possible effect upon the very genius of our institutions."

Urges Congress to Consider Merchant Marine Legislation

Congress was urgently requested to expedite consideration of legislation relating to a merchant marine and to include "the important principles to which the chamber has been committed."

In order that unnecessary obstacles may not impede the use of vessels under the American flag, the shipping board was asked to conform its regulations and conditions governing all important details of operation "to the best standards of commercial usage."

Concerning war taxation, the resolutions said "the chamber understands its committee on taxation may soon be ready to submit a report on a program of federal taxation for the immediate period of readjustment." The report will be referred to the membership for a referendum vote.

The Associated Cooperage Industries of America Well Represented at Atlantic City

The following delegates represented The Associated Cooperage Industries of America at the eighth annual meeting of the Chamber of Commerce of the United States of America: Mr. C. M. Van Aken, National Councillor and Delegate, New York City; Mr. P. T. Bolz, St. Louis, Mo., Delegate; Mr. V. W. Kraft, St. Louis, Mo., Delegate; Mr. J. R. Melcher, New York City, Substitute Delegate; Mr. P. M. Brown, Philadelphia, Pa., Substitute Delegate.

ADJUSTMENT OF FREIGHT RATES FROM AMERICAN PORTS

The weekly bulletin dated April 24 of the National Merchant Marine Association contains the following announcement:

At a meeting held on Thursday and Friday between representatives of American and foreign steamship lines an agreement was reached to adopt a uniform policy in establishing freight rates from American ports. While no official information is available yet, it is understood that rates in the future will be fixed in conference under the supervision of the Shipping Board, and that the competition which might result in rate cutting will practically be abolished. Among foreign lines entering into the agreement were British, French, Italian, Japanese and others. At a preliminary meeting of American representatives it was decided that committees representing the various regions should initiate rates on commodities originating within their jurisdiction—that is, the Gulf interests would establish the rates on cotton, and the North Atlantic would fix the rates on manufactured products coming from contiguous territory. Differential rates at various ports will be set by mutual agreement. A meeting is to be held in New York on May 3 to discuss rates from American ports to the Far East. Some form of permanent organization is to be established for the future adjustment of freight. This is understood to be a substantially accurate outline of the agreement, though a definite announcement has not been made.

PREPAYMENT OF CANADIAN FREIGHT CHARGES

According to Consul Felix S. S. Johnson, writing from Kingston, Ontario, April 6, 1920, the ruling of the Canadian railways not to accept prepayment of freight charges on traffic to the United States has aroused the opposition of Canadian shippers, who have appealed to the Canadian Railway Commission at Ottawa. A deputation comprising representatives of various industries, boards of trade, and the Canadian Manufacturers' Association waited upon the commission and pointed out the advisability of allowing shippers to prepay freight charges if they so desired. In this way they could sell to the American buyer on a delivered basis, and the latter would know exactly what the goods would cost him. Freight charges could then be made in Canadian funds and the ultimate cost to the purchaser reduced.

Under the present system freight charges are paid at the destination in American funds, and the Canadian railways receive their share also in American funds. If their decision were revoked, they would stand to lose a considerable sum arising out of exchange. As a compromise it was suggested that the Canadian portion of the rate be paid in Canadian funds, and the American portion in American funds. There was opposition to this suggestion on the ground that it would be extremely difficult to calculate these sums, with the exchange rate fluctuating daily. The chief commissioner, however, suggested that the rate of exchange might be fixed every Monday for the week and an arbitrary division of the freight charges might be arrived at, in which case part would be paid in American funds and part in Canadian. This met with the approval of some of the shippers present. The commissioner, however, reserved judgment, and shippers are awaiting with interest the board's decision in the matter.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES
Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE
The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

Wylie & Wilson, Inc., Saginaw, Mich.
Mullins Stave & Lumber Co., Clintwood, Va.
Stephen Jerry & Company, Brooklyn, N. Y.

No complaints so far registered against the prospective 1920 apple crop, and reports have it that the harvest will be abundant.

Some interesting incorporations, increases of capital stocks, etc., etc., are taking place throughout the cooperage industry. Have you noticed it? Still, there do be some who persist that there is no money in the barrel business.

A most interesting report received during April from Kansas City, is the one covering the activities of the Southwestern Millers' League in planning a great export flour trade. The report, in this issue, will reward a careful reading.

Thirty-six years old with this issue—and if the paper situation were not what it is we would present a resumé of the progress and growth of the cooperage industry during those thirty-six years that would prove interesting reading.

Transportation and what it means to the whole life of the Nation is not only the biggest and most vital question of the day, but the one towards which all reconstruction efforts are most assuredly being focussed, both directly and indirectly.

Right now it is just one convention after another for the delegates of The Associated Cooperage Industries of America. With the Atlantic City Chamber of Commerce Convention just closing and with the St. Louis Fifth Annual just about to convene, the next call is "All aboard for San Francisco."

Hope they do not put an embargo on the "Boys" who are bound for the Fifth Annual at St. Louis. Understand the prevailing sentiment throughout cooperagedom is, "Let's go to St. Louis and see how the other fellow is pulling through." Not a bad sentiment at all—just the one that should prevail whenever an Association meeting is scheduled. Hold to it.

To the article in this issue of the JOURNAL on "The second-hand barrel trade, its growth, importance and vital need for safeguarding the package," we direct the special attention of all our second-hand barrel friends, as well as the attention of all our readers to whom the care and protection of the wooden barrel—new or second-hand—is of paramount importance.

With auto trucks organized as a transportation service association the question of taxing for the up-keep of the highway becomes specially to the fore. Much praise is being given trucks for the service rendered during the recent strike.

New York fruit dealers did a nifty little trick during the latter part of April in coming over to Philadelphia, buying on the Philadelphia market, trucking the fruit to New York and selling it on the New York market, with the resultant effect that they boosted prices not only out of the reach of Philadelphia buyers, but out of their own reach as well, as they could not reach the high price level they had created and still truck the fruit home.

Sir Auckland Geddes, Ambassador from Great Britain to the United States, was not only a distinguished attendant at the Eighth Annual Convention of the National Chamber of Commerce, but Sir Auckland paid the National Chamber the honor of making his first public address in the United States before the body. The query with which Sir Geddes closed his remarks was perhaps the most deeply felt, since the spirit he referred to is even more active than its possessors know or realize. Sir Geddes' closing query was: "I wonder if you know how great your nation is? I am not thinking of square miles, or dollars or population. I am thinking of the American spirit."

The American Bankers in association assembled at Pinehurst, N. C., just as we are going to press with the May JOURNAL, are sending out some "hot shots" in the way of forcible addresses, etc. A flash from the remarks of Francis H. Sisson, New York, registered as follows: "America must not be prevented from taking her rightful position as a world nation by little Americans, narrow-visioned men or peanut politicians." Further, Mr. Sisson asserted that, despite popular demand for a national merchant marine, one was impossible under the present seaman's act. Enlarged foreign trade, he said, was also impossible without greater governmental encouragement in the way of trade information and adequate protection of American money invested abroad.

THIRTY TO SIXTY DAY BUSINESS HAS BECOME QUITE POPULAR, WITH BOTH BUYER AND SELLER IN FAVOR OF THE METHOD, SAYS WALTER C. HARTMAN

Owing to labor troubles, the high price of timber and the difficulty of getting it out, which subject has been the almost exclusive topic of conversation during the last year, the cooperage stock manufacturers feel that they have been particularly unfortunate, as they have been surrounded by the ordinary handicap which has been impeding the progress of practically all business men and at the same time had an almost continuous battle with bad weather for the last year. Their complaints have become most monotonous, both to themselves and the buyers, particularly those who have been expecting increased production and lower prices.

The weather has started to improve since spring is on and is expected to do very much better in all districts from now on.

Logging has proceeded with a degree of regularity in the South, Southeast, Northeast and the Central States, but in the Southwest the woods are still wet. It will require several weeks of dry weather to put the lowlands in such a condition that logs can be gotten out in the ordinary way. Handicapped in operation and continuously irritated by the various troubles to which the mill man was becoming accustomed, it remained for, first, the steel strike, and then the latest switchmen's strike embargoes following to perfect and put the finishing touches to the manufacturer's troubles. If good weather prevails, the strikes should all be settled and embargoes lifted. That the consumers generally are expecting stock to come out quite freely and are hoping for a reduction in prices, is easily to be noted.

The actual result of such changed conditions, however, will depend almost entirely upon the demand. With the fruit crop so far promising favorably and business generally in a prosperous condition, the demand for wooden barrel material should not decrease and ought to become better as the season advances.

The substitute package costs as much or more than the wooden barrel, and the trade is now fully convinced of that. Naturally large buyers are still reluctant to take on quantities of stock, especially for future delivery at top prices. Many of them prefer to buy from hand to mouth, or as actually needed, while hoping for lower prices. Some of the buyers say that they have no difficulty procuring on the market what they need, as their requirements develop so there is no advantage in contracting. Thirty to sixty day business has become

quite popular and there actually are many arguments in favor of this method of supplying one's needs, both from a buyer's and a seller's standpoint.

The sugar business is comparatively dull. The demand in the flour trade at this time of the year is naturally limited. The cement business, which has become an important factor in the cooperage stock trade, is handicapped and curtailed, because under present conditions exporting is impossible, but we hope this to be only a temporary holdup.

Considerable buying has been done by the fruit people, particularly on the part of those who make packages in advance of the actual season. It is too early to predict what the crops will be, but it is not unsafe to guess that in some districts a large number of apple barrels will be required. The various territories where apples are grown are so far apart, in different sections of the country, that it is almost impossible to have a universal failure.

The general demand for cooperage stock is good and no doubt consumers' stock has been very much depleted under present conditions, except in those instances where embargoes prohibit shipment.

IF NOTHING UNFORESEEN HAPPENS, A HEAVY CROP OF APPLES SHOULD BE HARVESTED, SAYS JAMES INNES

There has been a slackening off in the demand for cooperage stock during the past month, as there seems to be an underlying opinion that stock is going to be lower. Consumers are only buying from hand to mouth, and where it is possible to get cheaper packages than barrels, they are using them. Prices on staves seem to be easing off a little, but hoops and heading remain firm.

Most of the mills in the North are now cutting, and will have stock on the market very soon. The new hoops are already on the market, while staves will come in May. Heading still continues scarce and in good demand, therefore prices on heading are not liable to be very much lower, as the cost of production on heading is almost ten times what it was five years ago, partly on account of the very high wages, and partly on account of the difficulty in getting skilled operators, the output being only about 75 per cent. of what it used to be for the same amount of men.

From all reports, the apple trees have come well through the winter, and there is every prospect of a heavy bloom, and if nothing unforeseen happens during the blooming season, a heavy crop of apples should be harvested.

The export business is still comparatively light this year on account of the high rates of freight demanded by the steamship companies, which are altogether out of proportion with the cost of operating, and these rates should come down in the near future.

The high rates on logs, for manufacturing purposes are making the cost of logs at the mills very high, and there is likely to be an application for further increase of rates by the railway companies, both on the raw and the manufactured material, which will still further enhance the price of cooperage stock.

The demand for export has fallen off considerably, on account of the high prices, and a good deal of Norwegian and Swedish stock is being used, where formerly stock from the United States and Canada was consumed. Rates from Norway and Sweden have taken a slump. Rates from some ports in the United States have eased off, but from most ports and from Canadian ports the rates are still excessive, curtailing business considerably.

From present indications production is going to be light this year, not even on a par with 1919, and the cost of production will be higher than in 1919.

ONE MAN'S "GUESS" AS GOOD AS ANOTHER'S IN FORECASTING COILED ELM HOOP SITUATION, SAYS C. M. VAN AKEN

There has been very little change in the cooperage stock situation during the past month. Stave and heading prices seem to be exceptionally firm and the tendency upon this class of material is upward rather than downward.

While coiled elm hoop prices have been quite firm, it looks at times as though there might be something of an over-production, and at other times as though there would be a scarcity. Whether the former or the latter will apply, it would seem, depends largely upon whether or not the steel mills will be able to supply the steel hoops that may be desired and, in fact, required. Most of the steel hoop manufacturers have accepted business that will take their output for some months to come. If the people cannot get wire hoops to use on their barrels, there will be nothing left for them to do but to use coiled elm hoops. With the improve-

ment in weather conditions that can reasonably be expected during the coming months, an increase in the supply of coiled elm hoops must, of necessity follow, but if the people cannot get wire hoops and are thus compelled to use quantities of coiled elm hoops, the coiled elm hoops may be more difficult to get during the summer than they are now. Whether or not this will be the case is a condition wherein the "guess" of one man is about as good as that of another.

In spite of the high prices of cooperage, there seems to be a fairly good demand for the material along all lines, and there is nothing that would indicate any immediate change in this condition.

SPECIAL TRAINS AND STEAMERS FOR NATIONAL FOREIGN TRADE COUNCIL CONVENTION

Three special trains, in addition to many private cars on trans-continental trains, including four special steamships on the Pacific Ocean, are announced by the National Foreign Trade Council, No. 1 Hanover Square, New York, for the coming world conference held at San Francisco May 12th-15th, under the title of the Seventh National Foreign Trade Convention.

"The announcement of four special steamers to bring delegates from all parts of the world bordering on the Pacific Ocean," says Secretary O. K. Davis, of the National Foreign Trade Council, "is indicative of the widespread interest being shown American foreign traders abroad in the coming foreign trade meeting at San Francisco. Delegates from the West Coast of South America will come via the Pacific Mail S. S. 'Sachem,' leaving Balboa April 24 and arriving at San Francisco April 27th. Two special steamers are now leaving the Far East with delegates from Australasia, China, Japan, Philippine Isles and the Dutch East Indies.

"In addition to having made arrangements for these three steamers, the Pacific Coast Committee now announces that the foreign trade delegation from Seattle will journey to San Francisco by the palatial steamer 'President,' sailing from Seattle on Saturday, May 8th.

"Delegates from Chicago are planning for a special train. This is in addition to two other special trains just arranged, one from Portland, Oregon, to be known as the 'Columbia River Special,' and the other to be from Los Angeles, Calif."

Special cars will be attached to trans-continental trains on the Northern, Central and Southern routes, starting from New York on Tuesday, May 4th, for the Northern route, and on Wednesday, May 5th, for the Central and Southern routes.

Announcement is also made by Secretary Davis of the appointment of the first five delegates named by the Chinese General Chamber of Commerce at Shanghai, for attendance at the convention.

The announcement of the personnel of this delegation is contained in a cablegram received by the Pacific Coast Committee of the convention. Altogether, China is entitled to ten delegates, and the five remaining representatives will be appointed from other cities than Shanghai. In his notification, Shao Hsin Chu, Consul General of China, with headquarters at San Francisco, states that the Shanghai delegation will arrive in San Francisco at the end of April. The delegation will include Wang Hsien-Hwa, Managing Director of Commercial Press, Shanghai; Hsu Cheng-Yen, of Shanghai; Nish Yuen-Dai, president of Heng Fong Cotton Mill, also president of Chung Mei Trading Corporation, Shanghai; Li Yao-Pan and Hsu Cho-Nryu.

Communications have also been received, announcing the appointment of the following representatives: Mr. Tomas Arango, representing the Government Information Bureau of the Republic of Colombia, and Hon. Jose M. Macedo, representing the Peruvian Chambers of Commerce.

Delegates National Foreign Trade Convention

The following have been appointed delegates of The Associated Cooperage Industries of America to the Seventh National Foreign Trade Convention, to be held in San Francisco, Calif., May 12-15: Mr. H. G. Herget, Pekin, Ill.; Mr. L. C. Hollingshead, Chicago, Ill.; Mr. F. H. Huddart, San Francisco, Calif.; Mr. W. F. Broderick, San Francisco, Calif.

HARDWOOD DECREE PERMANENT

On April 21st Federal Judge McCall issued a decree making permanent the temporary injunction granted recently at Memphis, Tenn., to restrain more than 300 lumber concerns and individuals, members of the "open competition" plan of the American Hardwood Manufacturers' Association, from the further exchange of stock and sales reports and certain other trade information which the Government charged constituted a conspiracy in restraint of trade.

A. E. BOTSFORD ASSOCIATES WITH J. C. PENNOYER CO. AT MEMPHIS OFFICE

Information of special interest to the cooperage trade is contained in the announcement that E. A. Botsford, formerly secretary of R. M. Wade & Co., Portland, Oregon, has associated with J. C. Pennoyer Co., Chicago, Ill., at their Memphis, Tenn., office. Mr. Botsford's long and wide experience in the machinery business will prove a big asset in his connection with the J. C. Pennoyer Co. and will fit in splendidly so far as assisting in the steadily increasing machinery business of the J. C. Pennoyer Co.

In sending us information of Mr. Botsford's association, Mr. Geo. I. Nervig, of the J. C. Pennoyer Co., says, "We want to thank the cooperage trade for the favors already shown us in the machinery line, and to assure each and every one that it is our desire to continue to fully serve their interests at all times. We wish to extend an appreciation of all favors extended Mr. Botsford as well as ourselves."

LUCAS E. MOORE STAVE CO. OF TEXAS

Articles of incorporation have been granted the Lucas E. Moore Stave Co. of Texas, of which new company W. K. Knox, of New York, is president; Lucas E. Moore, of New Orleans, La., vice-president, and W. L. Drummond, of Houston, Texas, secretary, treasurer and manager. The capital stock of the Lucas E. Moore Stave Co., of Texas, is \$25,000, all paid in, and is fully organized to do an independent business with offices to be established in Houston, Texas, although no plant will be erected there. The Lucas E. Moore Stave Co. of Texas will devote its business activities almost wholly to handling export trade.

B. C. SHEAHAN CO. NOW AT 181 WEST QUINCY STREET

B. C. Sheahan, president of the B. C. Sheahan Company, cooperage stock and barrel shoop manufacturers, of Chicago, Ill., advises that they are now well settled in their new offices at 181 West Quincy Street, which new location is not far removed from their old headquarters, which were at 230 South LaSalle Street, being just around the corner. The LaSalle Street building, in which the B. C. Sheahan Co. has been located since the company's incorporation, is to be razed in order to make room for the erection of the Federal Reserve Bank Building.

SERFAS LUMBER CO. BUYS NEW STAVE MILL

Under date of April 19th the Serfas Lumber Co., slack stave manufacturers of Easton, Pa., advise that they have purchased from the Curtin Stave and Lumber Co. their stave mill which is located at Brodheads-ville, Pa. With the acquisition of the Brodheads-ville mill the Serfas Lumber Co. will have four stave mills in operation in addition to three sprag mills and a number of portable saw mills.

THE VAIL COOPERAGE CO. IS INSTALLING NEW MILL AT SOUTH WHITLEY

PORT WAYNE, IND., April 8, 1920. EDITOR THE NATIONAL COOPERS' JOURNAL: We beg to advise that we are installing at South Whitley, Indiana, a fully equipped and modern in every respect 6 inch band sawmill, and in connection with this we are installing veneer saws for the manufacture of hardwood and soft veneer, and machinery for the manufacture of coiled elm hoops.

We had expected to get our South Whitley mill in operation early this spring, but because of the shortage of so many kinds of material, we do not believe that we are going to be able to get it in operation before the first of July, and possibly not then.

We have been successful in operating to full capacity our Bryan, Ohio, hoop mill during the past winter, and expect to be able to keep it going full blast the balance of the year.

Our various mills in the south have been handicapped all fall and winter, and it seems that it is going to continue all spring, and up to the middle of summer. Because of so much rain and high water, we have been unable to get out much of our timber, and our operations during the past six months haven't been over 50 per cent. of normal, and it does not look now as though they were going to be even that much for the next three months at least.

We have no surplus stock of any kind, being cleaned up on everything which is shipping dry, so the way it looks to us, if there is any demand at all for cooperage stock and lumber, prices possibly will not go higher, but they will remain firm on the basis that they are now selling.

Yours truly,

J. W. DONALDSON,
Manager.



Edwards Chair Co., Galax, Va., is in the market for barrel stave machinery.

The Ripley Stave Co., New Albany, Miss., is in the market for a heading sawing machine.

The Davis Stave Co., Standardville, Va., is in the market for a second-hand machinery outfit for sawing slack barrel staves.

Pensacola Cooperage Co., DeSoto and Tanagosa Streets, Pensacola, Fla., is in the market for listers or jointers and stave and barrel saws.

Horwitz & Pintis, Champlain and Lagrange Streets, Toledo, Ohio, is in the market for light varnish, light lubricating, linseed, vinegar and whiskey barrels.

The Centerville Cooperage Co., Centerville, La., announces itself in the market for tupelo, cypress, red oak, elm, hackberry, all the gums and cottonwood, stave and heading blocks. They ask delivery anywhere in the Atchafalaya basin, on the river or on any of the bayous, where the wood will be picked up by the company's own boats and paid for spot cash.

J. D. HOLLINGSHEAD CO. WILL ENLARGE LOUISVILLE PLANT

A contract has recently been placed and permit issued for additions to the Louisville plant of the J. D. Hollingshead Co., at a cost of about \$10,000, which will considerably increase facilities for getting out finished stock.

PLANS STAVE MILL

Ira Leggett, J. A. Lynn and Edward Jarman are the incorporators of the new Baxley Milling Co., Baxley, Ala., which newly incorporated company will erect a plant for the manufacture of staves, shingle and mill work.

BANKERS CONSIDER FINANCING EXPORTS

Plans for forming a corporation under the Edge law for financing American foreign trade through "co-operation on a nation-wide basis of bankers, exporters, manufacturers and others" were discussed at Pinelhurst, N. C., April 26, at the meeting of the executive council of the American Bankers' Association.

A report by John McHugh, president of the Mechanics and Metals Bank, of New York, and chairman of the association's commerce and marine committee, was presented, reflecting the results of a canvass of bankers in every State. It declared that a nation-wide organization to finance American foreign trade could readily be brought into existence and only await leadership. Investment by banks, as permitted by the Edge law, would be provided.

The report emphasized it recommended neither the use of bank credit nor an invasion of the investment market for the purposes of the project, which would have the "double purpose of helping our foreign friends in a businesslike way and, at the same time, keeping the markets of the world open for ourselves."

HIGH FIGURES FOR MARCH IMPORTS AND EXPORTS

Exports for March were the second largest on record and a new figure was set for imports, according to a statement issued April 20th by the Bureau of Foreign and Domestic Commerce, Department of Commerce.

The value of exports for the month was \$820,000,000, which is second only to the total of \$928,000,000 for June, 1919. The exports for February were \$646,000,000 and for March a year ago, \$603,000,000. For the nine months ended with March, goods were exported to the extent of \$6,051,000,000, or more than a billion dollars in excess of the \$4,985,000,000 recorded for the corresponding period of 1919.

Imports for March totaled \$484,000,000, exceeding by \$10,000,000 the high record of January, 1920. The total imports in February of this year were \$468,000,000, and in March of last year, \$268,000,000. For the nine months ended with March, imports totaled \$3,719,000,000, or approximately a billion and a half more than for the corresponding period of the previous year.

Imports of gold amounted to \$17,000,000 in March, and to \$60,000,000 for the nine months ended with March, against \$28,000,000 for the nine months of the previous year. Exports of gold in March were valued at \$47,000,000, and in the nine months period of this year at \$409,000,000, against only \$30,000,000 last year. Silver imports were \$9,000,000 in March and \$78,000,000 in the nine months, while silver exports were \$14,000,000 for the month and \$151,000,000 in the nine months ended with March.

COOPERAGE NEWS FROM MEMPHIS

The approach of May finds the manufacturers of cooperage stock throughout the South facing a somewhat improved railroad situation right at this time, as the switchmen's strike did not amount to much, fortunately, in this region, and weather conditions have improved the last ten days following an unprecedented wet and marshy fall, winter and spring, not so much cold weather, but disagreeable, rainy and uncertain in every way. Manufacturers were also hampered much in March by winds and storms and even during the week of April 19th, several storms doing no small amount of damage are reported from neighboring sections of Mississippi and Arkansas, some of them attended with serious loss of life.

Manufacturers Report Stock Supplies Still Light at Mills

The demand for cooperage product in most lines is good, but in a few it is quiet. Manufacture obtains under difficulties and in most instances stocks are still light at the mills. More of the prevalent conditions in the Central South will be indicated from the expressions of the operators in the trade.

E. A. Powell Reports Business Good

E. A. Powell, of the Powell Cooperage Co., Memphis, was seen just as he was departing for a trip east. He was going to Chicago, Pittsburgh, Philadelphia and New York. Mr. Powell reported business good in some lines of slack cooperage, though stock demand is a little quiet. The Powell Cooperage Co. is handling considerable yellow pine heading from the Alabama and Georgia field and a general line of slack cooperage.

M. C. Smith Starts Hoop Mill

M. C. Smith has started a new hoop plant at Memphis, on South Parkway, at the site of the old Tschudy Lumber Co., New South Memphis. Mr. Smith is well known throughout the trade and while he has lived in Memphis for some time, he and associates formerly operated at Greenwood, Greenville and other Mississippi points.

Grismore-Hyman Co. Increase Capital Stock

One of the important events of the last few weeks in Memphis circles was the enlargement by Grismore-Hyman Co., who have increased their capital stock to \$1,100,000, all paid in. Since 1913 Messrs. Grismore, Hyman and Urey have operated very successfully, and with good stock and good methods have built up a very large domestic and export trade. Recently they took over hardwood timber properties and a large land mill at Parkin, Ark., formerly operated by the Lansing Wheelbarrow Co., and they will manufacture hardwood lumber as well as staves. The officers remain the same, Fred Grismore, president; H. W. Hyman, vice-president; Ray Urey, secretary. Each of the firm personally have been identified with mill operations in Michigan, Missouri, Ohio, Arkansas and Mississippi, starting north and gradually centralizing their manufacturing business in the South, selling the finished product in all parts of the country. In staves, hoops, heading, box lumber and hardwood lines they give promise of being one of the largest firms operating in the Southwest, or in the entire country, for that matter.

Port Arthur, Texas, Has Growth

P. H. Miller is now manager of the Memphis office of the Chickasaw Cooperage Co., coming to Memphis from Benton, Ark. Harry A. Wellford is running the plant at Port Arthur, Texas. By the way, Port Arthur made one of the finest percentages of gains of any town in the South yet reported on the present census. While not tremendously large, it has enjoyed a fine growth among the gulf coast towns.

O. T. Stendle, president of the Mill Shoals Cooperage Co., St. Louis, was a visitor in the South a few days ago. Mr. Stendle said he found trade brisk, but mill operation somewhat handicapped.

Wm. Fay, of the Dixie Cooperage Co., Memphis, slack barrel manufacturers, has made some improvements in their shop. Mr. Fay reports the local trade rather quiet on slack barrels.

Some little export business and considerable Pacific Coast business in tight cooperage is reported by Memphis firms.

Pithy Paragraphs

P. W. Hick is operating large hoop interests at Greenville, Miss.

Grismore-Hyman Co. report good, steady trade in slack staves, and market firm.

Davis-Wood Stave Co., Memphis, report good April business with their slack stave mill active.

Louisville Reports Conditions Force All to Play a Waiting Game

The past month has been a quiet one in the cooperage trade, due to steady car shortage, railroad strikes, traffic tie-ups, etc., which have held down shipments materially, and resulted in some plants being closed down either through inability to secure material or make shipments. Consumers have also been playing a waiting game during the period that shipments could not be made to them. However, prices are firm and showing no weakness.

The tight stave and heading market, as well as tight barrel market, has been active, there being a good demand for barrels and kegs of the tight variety. In slack cooperage there has not been much activity shown as a whole, as this is a season of the year in which there is not much demand from produce houses. Mills have not been using many flour barrels, as mills of the southeastern district have not averaged fifty per cent. of normal operations during the past month.

Building Operations Cutting Heavily Into Labor Supply

Labor is high and a bit scarce, as heavy building operations are taking all unemployed labor, and there is a steady demand. Employers are a little worried over the labor situation, as with agricultural demand increasing, and living costs steadily mounting, there is no telling what the next few months will bring forth. In eastern Kentucky the stave and heading mills have had less trouble in securing common labor, due to the coal car shortage, which has resulted in mines working only an average of two days a week. This has resulted in mine labor deserting to the agricultural and lumber fields, where full time can be guaranteed. Miners have really had a hard time for the past several months, not a mine in the State having averaged sixty per cent. of full operations for the past five months, which means continual short pay envelopes.

Car Shortage Makes Coal Situation Worst Ever Known

The coal situation is the worst ever known, due to the car shortage, which has resulted in mine run coal at mines advancing in eastern Kentucky to prices ranging from \$5 a ton to \$6.25, as most of the coal now produced has to be delivered on existing contracts, and there is practically none on the open market. However, many of the stave and cooperage mills are able to burn waste, and are not depending to any extent on fuel coal.

Good Demand for Barrels and Kegs Continues

J. N. White, of the Louisville Cooperage Co., reports that there is a good demand for barrels as well as kegs, and that all departments are going at a good pace, although the embargoes are blocking shipments to many points. Demand is good on oil, syrup, alcohol, glucose and other containers, varnish and paint trades being good buyers. Louisiana operations have been held in check considerably by rain and high water, but additional mills are being installed, the company now having three heading, three stave and one lumber. In its eastern Kentucky operations better progress is being made, although there are but two stave and one heading mill in those workings.

Embargoes Close Barrel Plants

The Chess & Wymond Co., Louisville, recently closed down its big barrel plant, due to the embargoes, which blocked shipments to many sections of the country, and resulted in warehouse space being loaded with stock ready for shipment. However, traffic conditions are showing some improvement, and operations will probably be resumed shortly. There are some other wood-working plants of the falls cities that are down at the present time, due to traffic conditions.

Manager J. S. Thompson, of the Southern Hardwood Traffic Association, which handles traffic matters for many of the stave and cooperage companies, in discussing conditions said: "We are tied up badly. No one is able to ship much stuff north of the Ohio River, and even after the strikes are settled it will be some time before congestion is reduced sufficiently to remove many of the embargoes."

The Smith Cooperage Co., which a short time ago gave up its old York Street plant, moving machinery and equipment to the old private slack cooperage plant operated for a number of years by the J. B. Speed Co., is making up barrels for cement, lime and salt operations. The latter company still makes barrels at its cement mills in southern Indiana, but is buying barrels for local use from the J. D. Hollingshead Co., under a contract, having purchased its barrels for about a year before deciding to sell its plant. As a result of its removal to new quarters the Smith Company today has a well-equipped and larger plant, with direct railroad connections, and well located for handling river shipments as well.

Second-hand Barrel Trade—Its Growth—Importance and Vital Need for Safeguarding the Package

Years ago, when timber was plentiful and cooperage stock was cheap, there was among many coopers a deep-rooted prejudice against the second-hand barrel. Petitions were occasionally sent to legislators asking that laws be passed forbidding the repeated use of barrels as food containers; the dealer in second-hand barrels was looked upon as an undesirable member of an honorable guild, and the user of the second-hand barrel was rated as small potatoes, and few to the bill.

All that has been changed, and the buying, re-coopering and selling of second-hand barrels is now a very respectable part of the business of the majority of coopers, while a good many shops confine themselves exclusively to that branch of the trade. In fact the price at which a barrel can be sold after it has been used once or more is an important factor in the sale of a new barrel, or the commodity it contains.

Recently, however, a most astounding piece of carelessness gave the second-hand barrel a black eye in the State of Louisiana and would have knocked it out entirely if it had not been so well established.

The facts in the case are these: The most important by-product of the sugar mills is black strap molasses. This in the past was thrown into the water courses, much to the disgust of the fishes, but is now sold as a valuable stock food.

The State Experiment Station Dairy laid in a new supply of this black strap molasses, and a few days later the whole herd of pure-bred, high-priced Holstein and Jersey cattle showed symptoms of arsenical poison, and the most valuable member of the herd, a young Holstein bull, died. By the prompt application of suitable remedies the balance of the herd, some thirty-seven head, were saved, and are reported to be on the road to recovery.

Fortunately the origin of the poison was detected in time to prevent a larger disaster. The feed molasses had been sold and shipped in second-hand barrels that had first been used as containers for "Kil-Tick," an arsenical preparation used in cattle-dipping vats, and the barrels had not been properly cleaned out before being used as containers for feedstuffs.

Under existing business conditions this costly blunder on the part of somebody is not going to stop the use of second-hand barrels, but it is going to make their users careful in the buying of their packages, and it will be a warning to coopers, if any need such a warning, to make sure that no poisoned packages go through their shops.

The second-hand barrel had a hard struggle to attain respectability, and it is entitled to every safeguard needed to hold it above suspicion.

New Orleans Reports Worst Spring Weather in Memory of Oldest Inhabitants

This has been the most backward spring on record in this locality. Frequent rainy spells have hampered logging operations and interfered with the gathering of crops that call for the use of barrels; labor shortage has checked production and reduced demand; car shortage, railroad tie-ups and embargoes have threatened the existence of business, but all these things are matters of common experience and common knowledge. You will find them chronicled in every paper you read, so this section of the country cannot boast of any monopoly of woes. No matter where you are located you probably know how it is yourself. This section cannot claim to have broken any record, except in having the worst spring weather in the memory of the oldest inhabitant.

Bulk of Export Shipments is in Small Lots

In spite of dock strikes, embargoes and other impediments there is some export business being done. Occasionally a full cargo of staves and heading goes out, but the bulk of the exports are in small lots so mixed up with larger shipments of other things that they are lost in the crowd. Last week one steamer clearing for Rotterdam carried 325 barrels of lubricating oils, 2,000 barrels of kerosene and 178,540 oak staves—quite a respectable showing by itself, but lost in the great vessel's general cargo.

Wooden Barrels Have Interesting Histories

We have had a small but continual inflow of barrels of glassware and queensware from Northern cities, and get a few useful packages in that way. Now and then we have shipments from abroad in barrels that, doubtless, have interesting histories.

Lately several hundred barrels, originally made in this city of good Arkansas stock, that had made the voyage to Europe filled with American flour, came back from Antwerp filled with chicory. We do not know what

chicory is used for, but when it arrives large coffee dealers take it in at their side doors without any brass band accompaniment. The barrels that have the chicory brand on them are not used in shipping out coffee. Coffee barrels are of small size, made of bright, clean materials, though they are not of high grade.

Bottle Barrel Trade Still Thrives

The heavy beer barrels and kegs of classic memory have long since been sold to Cubans, or have otherwise passed into history, but the trade in bottle barrels, which, it was supposed, prohibition would bring to an untimely end, is about as good as ever. For instance, Jackson Brewery, an institution that it was supposed would be the first to perish, has not only survived, but has doubled its capacity by erecting an extensive addition, gorgeous with porcelain tiling, and engaged in the manufacture of temperance drinks. It is but seldom that you can pass there without seeing the wagon, or motor-truck of some well-known cooper unloading bottle barrels, and you will note that these barrels, though not of the first class, are of very good quality and workmanship.

Barrels and bottles are supposed to be returned by the customers, but the need of barrels is sometimes too strong, the original packages are occasionally confiscated, and the bottles come back in soap boxes.

Demand for Pickle Barrels Is Extensive

The pickle business is extensive in this section. One concern uses a considerable number of tank cars in which to collect the salted cucumbers. Another concern has contracted with farmers for fifty thousand barrels of cucumbers, and there are other firms in the business. The pickles generally reach the consumer in glass, but in some of the intermediate stages they are usually held or transported in barrels, and the number of barrels required for this purpose is considerable.

Barrels vs. the Hampers in the Vegetable Trade

The hamper has long been recognized as the standard package for use in shipping certain vegetables, and it has certain marked advantages, but now that the price has been doubled it has been found that it also has some disadvantages. Some of the shippers around the French Market, though busy packing vegetables in barrels for shipment, found time to explain that the hamper, being narrow at the bottom and wide at the top, its contents, in the course of transportation, settle down lower and lower in the narrow bottom, until they are packed so tightly that they are crushed and damaged.

The barrel, though containing so much larger a quantity, does not taper to a narrow bottom, and so does not crush its contents. A cooperage salesman may not explain this fully to you, but if you receive spinach, lettuce or other easily damaged vegetables, sometimes in barrels and sometimes in hampers, you will soon discover the advantages of the barrel for yourself.

SUGAR IMPORTS REACH NEW MARK

With sugar prices the "highest ever," the quantity being brought into the United States is the "biggest ever," so reports the National City Bank of New York under date of April 24th. Official figures of the movements of sugar into the United States, including that from its own islands, indicate that the quantity entering the country in the fiscal year 1920, which ends with June, will approximate 9,000,000,000 pounds, as against 7,750,000,000 in the former high-record year—the fiscal year 1919. The valuation of the 1920 imports will far exceed that of 1919 or any earlier year and may reach \$700,000,000, against \$433,000,000 in the fiscal year 1919.

This enormous increase in sugar values is due especially to the extremely high prices of sugar in the countries from which it is imported. Official figures show the average value per pound of the sugar imported from foreign countries in February, 1920, the latest month for which figures are available, at 9.44 cents per pound and 10.02 cents in January, as against 5.36 cents per pound in February, 1919, 4.6 cents in February, 1918, 3.81 cents in February, 1917, and an average of just 2 cents per pound in the fiscal year immediately preceding the war.

The world's output of sugar will be in the current year about 15 per cent. below that in the year preceding the war. This fall in production is chiefly due to the tremendous decline in output of beet sugar in Europe, while the only cane sugar area which has materially increased in output meantime is Cuba, Porto Rico and Santo Domingo. The European crop, virtually all of which is produced from beets, in 1913 was 8,185,000 tons, and in the current crop year, as estimated by Willett & Gray, a recognized sugar authority, is 2,800,000

tons. Cuba has increased her output from 2,600,000 tons in 1913-14 to 4,000,000 this year, Porto Rico from 325,000 to 427,000 tons, and Santo Domingo from 106,000 tons to 180,000 tons. India advanced from 2,292,000 tons in 1913-14 to 3,000,000 in 1919-20. As she consumes all of her own sugar, the effect upon the world trade was not perceptible. Java made virtually no gain during the war period. Her 1919-20 crop is 1,326,000 tons. Hawaii made no increase, her present crop being estimated at 500,000 tons. The Philippine production, 225,000 tons, showed no increase. The Latin-American (excluding Cuba, Porto Rico and Santo Domingo, already accounted) aggregated a little over 1,000,000 tons in the current year, against less than 1,000,000 in 1913. The African crop showed a slight increase; that of Australasia a slight decline. The United States, exclusive of her islands, made no increase; her output for the current sugar year seems likely to stand at about 750,000 tons, against 992,000 in 1913.

URGE UNITED STATES TO JOIN WORLD'S ROADS CONGRESS

That the United States should accept the invitation of foreign countries to join the Permanent International Association of Road Congresses is the recommendation of the executive committee of the American Association of State Highway Officials to the Secretary of Agriculture. The committee which recently concluded a two-day conference in Washington considered, at the suggestion of Secretary Meredith, the invitation to the United States which had been received through the State Department from the American consul general at Paris. Secretary Meredith concurred in the action of the highway officials and told them he would recommend to the State Department that Congress be asked to authorize acceptance. The highway officials also recommended that the International Association be invited to the United States for its next meeting.

In advising the secretary of the action of the State highway officials, Thomas H. MacDonald, Chief of the Bureau of Public Roads, who is also a member of the executive committee, said that the United States is the only civilized nation not now a member of the International Association. He saw many advantages in the United States becoming a member and he believed the other nations in the association would welcome an invitation to meet in this country next year. The Roads Congress, he said, constituted an international tribunal for bringing together the best experience and results in highway construction and administration. Although meetings have been held each year, none has been called since the European war began. Before the war the congress had met in Brussels, Paris and London.

Secretary Meredith notified the highway officials that he would enlarge the advisory committee of State highway officials, which consults with the department on Federal policies in road building. This committee, consisting of six members, will now include the entire executive committee of the American Association of State Highway Officials, increasing its membership to 12. The Secretary said this step was taken so that the committee would more completely represent all parts of the United States. The enlarged membership will enable the advisory committee to work out a classification of roads for the entire country, thereby providing a basis for a more orderly national program of road building.

The executive committee inspected a signal device designed to prevent grade-crossing disasters and accidents on dangerous curves. It met with the Director of Sales of the War Department with reference to obtaining equipment, which is seriously needed in road building and which the States have been unable to secure.

The officials who attended the meeting were: Paul D. Sargent, chief engineer, State Highway Commission, Augusta, Me.; George P. Coleman, chairman executive committee, State highway commissioner, Richmond, Va.; W. C. Thompson, State highway engineer, Trenton, N. J.; George E. Johnson, State highway engineer, Lincoln, Neb.; W. D. Uhler, State highway engineer, Harrisburg, Pa.; S. E. Bradt, superintendent of highways, Springfield, Ill.; Thomas H. MacDonald, Chief Bureau of Public Roads, Washington, D. C.

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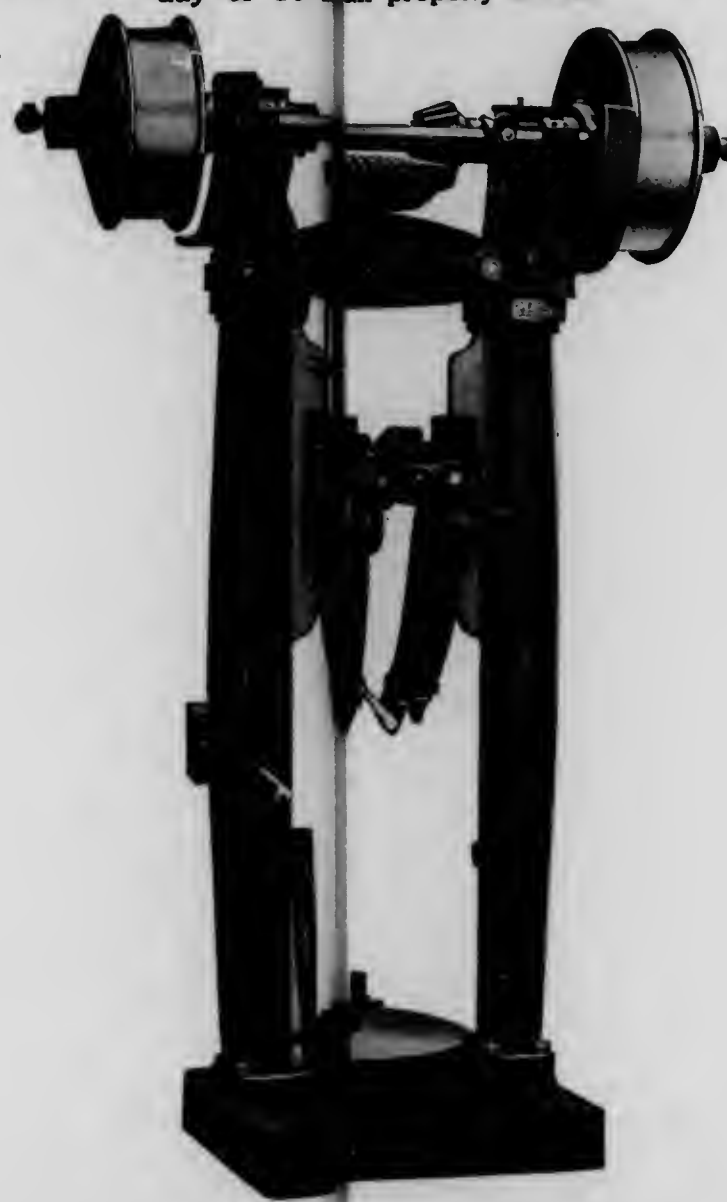
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2	\$0.69	\$0.84	\$0.90	\$1.05	\$0.74	\$0.89	\$0.68	\$0.83
2 1/4	.70	.85	.92	1.07	.76	.91	.70	.85
2 1/2	.71	.86	.94	1.09	.78	.93	.72	.87
2 3/4	.72	.87	.97	1.12	.80	.95	.74	.89
3	.73	.88	.99	1.14	.82	.97	.76	.91
3 1/4	.74	.89	1.01	1.16	.84	.99	.78	.93
3 1/2	.75	.90	1.04	1.19	.86	1.01	.80	.95
3 3/4	.76	.91	1.06	1.21	.88	1.03	.82	.97
4	.78	.93	1.10	1.23	.90	1.05	.84	.99
4 1/4	.79	.94	1.13	1.28	.94	1.09	.88	1.03
4 1/2	.80	.95	1.15	1.30	.96	1.11	.90	1.05
4 3/4	.81	.96	1.17	1.32	.98	1.13	.92	1.07
5	.82	.97	1.20	1.35	1.00	1.15	.94	1.09
5 1/4	.83	.98	1.22	1.37	1.02	1.17	.96	1.11
5 1/2	.84	.99	1.24	1.39	1.04	1.19	.98	1.13
5 3/4	.85	1.00	1.27	1.42	1.06	1.21	1.00	1.15
6	.86	1.01	1.29	1.44	1.08	1.23	1.02	1.17
6 1/4	.87	1.02	1.31	1.46	1.10	1.25	1.04	1.19
6 1/2	.88	1.03	1.33	1.48	1.12	1.27	1.06	1.21
6 3/4	.89	1.04	1.36	1.51	1.14	1.29	1.08	1.23

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Chicago Reports Cooperage Trade Keeps Moving in Spite of Strikes, Embargoes, Etc.

The cooperage situation here has become very unsatisfactory within the past three weeks, owing to the strike of the railway switchmen. Practically nothing has been entering or leaving the city since the strike was put into operation. With the railroads under private ownership instead of government control, it has not been possible to get the needed preference for cooperage stock and barrels intended for the shipment of foodstuffs. Some stock is being moved under permits, but the railroads are open one day and under an embargo the next, so that a shipper never knows upon what he can depend. On account of the production conditions which prevail, the cooperage trade here was caught with very low stocks when the strike was called three weeks ago. Of course, the strike has had the effect of slowing down the call for both tight and slack barrels, and the manufacturers have not been so busy on that account. In spite of that fact, they have chosen to keep their plants in operation rather than close them down, even if they must stack up a few surplus barrels, and the call for staves, heading and hoops has been making steady inroads on the available supply.

The Question of Transportation

Even if the strike is settled within the next few days, the cooperage trade here does not face very rosy prospects insofar as transportation is concerned. The car shortage has been very acute. Some roads have been unable to furnish any cars at all for the shipment of cooperage stock, and the service from others has been very unsatisfactory. The railroads seem utterly demoralized as a result of the two years under government control, and all the old snap and pep, with the dash for business on the part of the freight solicitors, is gone from the game. The freight solicitors are fellows who come around every so often, roll their lack-lustre eyes upon the cooperage men, and promise them that some day they may be able to place a few box-cars at their disposal. Upon being asked to improve the service, the railroads immediately answer that improvements require money, and that they will not have the money until they can get more revenue. Many patrons of the roads are in favor of allowing them to raise their rates on freight, and then going after them for the needed improvements before they have a chance to put the money into stock dividends. Lower freight rates mean nothing to the average shipper if the service is so poor that he cannot meet the requirements of his business with the rail facilities which are placed at his disposal. It seems certain that something will have to be done to bring the railroad facilities of the country up to the point where they will meet the demands which the greater volume of business is making upon them. The members of the cooperage industry are interested not only directly in the movement of their own product, but also in the betterment of transportation facilities for the numerous articles which are shipped in barrels.

Big Attendance Expected at Fifth Annual Meeting

At the present writing, members of the local cooperage trade are making plans for attending the meeting of The Associated Cooperage Industries of America, to be held at the Planters' Hotel, in St. Louis, May 3d, 4th and 5th. Present indications point to a big attendance from Chicago. The chief topic of discussion, beyond a doubt, will be the transportation question. In importance it overshadows prices and every other consideration in the industry. So long as the strike of the switchmen has everything tied up, there is nothing for the cooperage men to do at home, and they are therefore in a mood to attend the convention and find out how their brethren are "getting off" in these strenuous times. Not only members, but some who are not members of The Associated Cooperage Industries of America are expected to go to St. Louis.

Max Lowy Busy in Securing New Association Members

Max Lowy, chairman of the membership committee, has been making a hard drive for new members, and has directed a stirring invitation to some of those in Chicago to come to St. Louis and make themselves at home. Such non-members are to be the guests of the Association, and of course every effort will be made by the membership committee to bring them into the fold. The membership of The Associated Industries is now 471—just a little short of 500—and it is hoped that it will be possible to announce, soon after the close of the convention, that the half-thousand mark has been reached.

Little Change in Stock Price Market

In spite of the fact that conditions at present are very turbulent and uncertain, cooperage prices, as will

be noted by the following quotations, have remained about the same during the past month. The railroad strike tends to advance prices in one direction and to bring them down in another, so that it is about an even pull both ways. Perhaps it would not be too much to say that the market is firmer now than it was a month ago. This is due to the fact that the obstacles in the way of production have increased. The woods in the south are filled with water. In some places the water has been so high that timber operations will be hampered and curtailed for many weeks to come. The wet weather in the south has spoiled all chance for lower prices, in the opinion of local cooperage men. Even if the demand for cooperage should continue less brisk than at present, there is bound to be a shortage for some weeks to come, and, of course, prices cannot be expected to come down any so long as there is a shortage.

SLACK BARREL STOCK

No. 1, 2 1/2-in. elm staves	\$36.00
No. 1, 2 1/2-in. gum staves	36.00
No. 1, 2 1/2-in. cottonwood staves	36.00
No. 1, 2 1/2-in. sycamore staves	36.00
No. 1, 30-in. elm staves	36.00
No. 1, 30-in. ash staves	50.00
No. 1, 29-in. ash staves	50.00
No. 1, 2 1/2-in. mixed timber staves	25.00
No. 2, 2 1/2-in. elm staves	20.00
No. 2, 2 1/2-in. cottonwood staves	35.00
No. 2, 29-in. ash staves	20.00
No. 2, 30-in. ash staves	20.00
No. 2, 30-in. gum staves	20.00
No. 2, 30-in. elm staves	20.00
No. 2, 2 1/2-in. mixed timber staves	14.00
Meal barrel (2 1/2-in.) elm	30.00
Meal barrel (2 1/2-in.) gum	29.00
Meal barrel (29-in.) ash	40.00
Meal barrel (30-in.) ash	40.00
Meal barrel (30-in.) elm	31.00
Meal barrel (30-in.) gum	30.00
M. R. 2 1/2-in. (5-1, 1 1/2-in.) standard thickness	28.00
M. R. 2 1/2-in. (6-2-in.) fruit barrels	25.00
M. R. 30-in. gum staves	29.00
M. R. 34-in. M. T. staves	37.00
3-ft. 8-in. coiled elm hoops	18.00
4-ft. coiled elm hoops	20.00
4-ft. 4-in. coiled elm hoops	24.00
5-ft. coiled elm hoops	32.00
5-ft. 6-in. coiled elm hoops	50.00
6-ft. coiled elm hoops	48.00
6-ft. 6-in. coiled elm hoops	51.00
6-ft. 9-in. coiled elm hoops	51.00
M. R. 1 1/2-in. gum heading	.19
No. 1, 1 1/2-in. gum (flour blbl.) heading	.24
No. 2, 1 1/2-in. gum heading	.24 1/2
No. 1, 1 1/2-in. gum heading	.14

TIGHT BARREL STAVES

Oils, 34 x 3/4	100.00
Red oak oil staves	85.00
Pork, 30 x 3/4	81.00

TIGHT BARREL HEADING

Regular oil barrel heading under 21 inches	1.25
Regular oil barrel heading, 21 1/2 to 21 3/4 inches	1.25
Red oak barrel heading under 21 inches	1.20
White oak pork heading	.85
Ash pork heading	.85

BARRELS, NEW AND SECOND-HAND

White oak, 6-hoop	4.50
White oak, 8-hoop	4.65
Galvanized oak pork barrels	3.20
Galvanized ash pork barrels	3.20
Red oak, 6-hoop	3.75
Red oak, 8-hoop	4.50
Eight patent hoop barrels (flour)	1.35
Four patent and four wire hoop barrels	1.30

Packing House Coopers Keep Going

Lack of arrivals of hogs and live stock slowed down operations at the Union Stockyards for a time during the early part of the railroad strike, but the cooperage plants of the packers did not stop work. The railroads quickly made arrangements to handle arrivals of live stock and coal, even if nearly everything else had to wait on the outskirts of the city for attention.

Personals and Trade Notes

Charles Hudson, of the Hudson-Dugger Co., Memphis, spent a couple days in Chicago during the month. John McKay, of the St. Louis Cooperage Co., St. Louis, was a visitor in the Chicago market during the month.

B. C. Sheahan, of the B. C. Sheahan Company, has returned to the city after completing a southern business trip.

George F. Blei, of the Hollingshead & Blei Co., paid a visit to St. Louis and other points in the southwest during the month.

Fred Smith, of William H. Coleman Co., Jackson, Tenn., was among the out-of-town visitors in the city during the month.

E. A. Powell, of the Powell Cooperage Co., Memphis, spent nearly a week in Chicago on business during the latter part of April.

V. W. Kraft, traffic manager of The Associated Cooperage Industries of America, paid his usual monthly visit to Chicago in April.

W. H. Mead, of Saginaw, Mich., who was formerly connected with the cooperage industry, was among the visitors in the city during the month.

A number of prominent cooperage men were in the city April 20th, 21st and 22d to attend the eighteenth annual meeting of the National Lumber Manufacturers' Association, which was held at the Congress Hotel.

On April 7th, Miss Ethel Broadwell was married, at her home in Chicago, to J. C. Mitchell. Miss Broadwell is the daughter of E. H. Broadwell, manager of the Chicago office of Henry Disston & Sons Co., Philadelphia, manufacturers of saws and other equipment for the cooperage industry.

Dan W. Ryan, who for a number of years has been connected with the D. W. Ryan Cooperage Co., the manufacturing business started by his father, has sold out his interest to his brother, Cornelius M. Ryan. Cornelius Ryan, assisted by C. B. Mathony, who has been connected with the firm many years, will operate the D. W. Ryan Cooperage Co. Dan W. Ryan will open an office in the Consumers' Building, where he will handle the sales of the Spayd Bros. Foundry and Machine Works. In addition to handling the sales of the new Spayd Improved Jointer, Mr. Ryan will conduct a wholesale business in tight and slack cooperage.

BREWER STAKES FORTUNE THAT BEER WILL BE BACK

Edward Landsberg, a Chicago brewer, announced recently that he had invested a fortune in obtaining new breweries, believing that the United States will not remain as "dry" as it is now. He had purchased the entire American stock holdings of the Milwaukee and Chicago Brewers, Ltd., an English holding company, owning all the stock of the United States Brewing Company, he said.

The American holdings were said to approximate \$917,000.

BROOKLYN COOPERAGE RAISING ITS OWN TREES

As a result of reforestation work begun by the Brooklyn Cooperage Company in 1910, the company now has a forest comprising 900,000 trees, covering an area of over 1,200 acres, and during the coming spring it will transplant to the forest 230,000 more trees, making a total of 1,130,000 trees planted since 1910, covering approximately 1,500 acres, says Thomas A. Sullivan, vice-president of the company, in an article on reforestation appearing in the American Sugar Bulletin.

When this work was begun ten years ago 50,000 four-year-old transplants were purchased from the New York State nurseries and planted, and since that time the company has continued purchasing and planting regularly, Mr. Sullivan says. The trees are first developed from seed beds during the period of germination until they are two years old, at which time the trees are two or three inches in height and have a root of the same length. They are then transferred to the nursery beds, where at the end of two years they attain a height of from six to eight inches.

The trees are transplanted from the nursery bed to the forest when they are four years old, and are not used for commercial purposes until they are from thirty-five to forty years old.

On April 26 the plant and stock of the Home Stave Company, near Zent, Ark., was destroyed by fire. The Home Stave Company manufactured tight barrel staves and heading.

The plant of the W. J. Loveless Veneer and Stave Company, Cotton Plant, Ark., which recently burned, is being rebuilt and a strictly modern plant in every particular is what is being erected by the company.

The Cline Island slack barrel stave mill of the Southern Cooperage Co., Dexter, Mo., has been purchased by the Denny Stave and Lumber Co., Bloomfield, Mo., and will be operated under the name of Denny Stave and Lumber Co., according to Robert Denny, the progressive head of the company.



OFFICE OF SECRETARY, A20 RAILWAY EXCHANGE BLDG.,
ST. LOUIS, MO.

General Rate Increase

In view of the provisions of the Transportation Act as finally passed, as well as subsequent developments, there is reason to believe that a general increase in rates will not be made in the near future and that it may not be as large an increase as was expected some time ago. The new act provides a continuance of the guaranteed compensation for the carriers for a six months' period and the increase will therefore in all probability be deferred until September 1st. The law also stipulates that schedules of rates found necessary to provide carriers in the various rate groups or territories, with a minimum of $5\frac{1}{2}$ per cent. net plus $\frac{1}{2}$ per cent. for improvements, etc., shall be initiated by the Interstate Commerce Commission. The establishment of rate groups, the adoption of a basis for arriving at the valuation of carriers for rate-making purposes, and the determination of the amount of additional revenue needed, will have to be done by the I. C. C. before they can initiate a general rate advance.

As a preliminary step in this work the Commission held a hearing in Washington, March 22d and 23d, at which all interests were invited to submit their views in connection with the establishment of rate groups or territories under the new Transportation Act; majority seemed to favor retaining the grouping of the three classification territories.

Car Service

It is expected that the railroads will maintain a Car Service Commission similar to the one in existence just prior to Federal control and which will exercise supervision over car service matters, particularly during periods of car shortage, congestion, etc.

Railroad Valuation Decision

The Supreme Court recently rendered an important decision in connection with the valuation of carriers, overruling the Commission, and holding that consideration shall be given to the "present cost of condemnation and damages, or of purchase in excess of such original cost or present value." The effect of this may be a higher valuation than would otherwise be found.

Increase in Express Rates

The American Railway Express Company has filed with the Commission an application for permission to make increases in rates.

Tracer Considered Notice of Claim

The Superior Court of Worcester County, Mass., recently decided that tracer requests to agents of common carriers within the six months' period stipulated in Section 3 of bills of lading conditions, constitute a notice of shippers' intentions to file claim account of non-delivery. In other words, it was held that a tracer is also a notice of claim.

Recent Orders of the Commission Pursuant to Transportation Act of 1920

Pursuant to Section 208 (a) of the Transportation Act, 1920, which follows, the Interstate Commerce Commission has notified the carriers that no reduction in rates, fares or charges without its approval would be lawful after February 29th, and prior to September 1st, 1920.

The Commission further instructs that if an order has been entered in a formal case by the Interstate Commerce Commission subsequent to February 29, 1920, it will be the duty of defendants in the case to comply with said order, and any changes made and filed in accordance therewith will be considered as "pursuant to authority of law," and if a schedule or tariff has been filed containing any changes in interstate rates, fares or charges, etc., effective on a date subsequent to February 29th and has not been suspended by the Commission, same will become effective except such schedules as may contain reductions in charges on which the approval of the Commission has not been secured.

The Commission has also expressed its willingness to approve any reductions in rates, fares or charges made for the purpose of bringing them into conformity with the requirements of the "Fourth Section of the Act," when same are filed on lawful notice.

TRANSPORTATION ACT OF 1920

Section 200.—Termination of Federal control—12.01 A. M., March 1, 1920.

Section 201.—All water transportation facilities, boats, barges, etc., acquired by the U. S. in pursuance of the Federal Control Act, transferred to the Secretary of War. Provides for continued maintenance and extension of water service by the Secretary of War.

Section 202.—Provides for the settlement of matters arising out of Federal control.

Section 203.—Covers the compensation to be paid carriers with which no contracts have been made.

Section 204.—Provides for reimbursement to carriers, including short lines not under Federal control, of deficits incurred by such common carriers during period of Federal control.

Section 205.—Provides for the inspection by the President of property and records of all carriers whose railroads or systems of transportation were at any time under Federal control.

Section 206.—Covers causes of action arising out of Federal control. Explains manner of bringing suit. Complaints for reparation account of damages resulting from unreasonable, discriminatory and prejudicial rates, fares, charges, etc., enforced by President during the period of Federal control, may be filed with the Interstate Commerce Commission within one year after termination of Federal control. Actions, suits, proceedings and reparation claims, of the character above described, pending at the termination of Federal control may be prosecuted to final judgment. The period of Federal control shall not be computed as a part of the periods of limitation in actions against carriers or in claims for reparation for causes of action arising prior to Federal control.

Section 207.—Provides method of refunding of carriers' indebtedness to the U. S., and extension of carriers' indebtedness for a period of ten years.

Section 208.—Provides that all rates, fares, charges, and all classifications, regulations and practices in effect February 29, 1920, shall remain in effect until hereafter changed by State or Federal authority; but that prior to September 1, 1920, no such rate, fare, etc., shall be reduced, and no classification, etc., shall be changed in such manner as to reduce any such rate, fare, etc., unless approved by the Commission.

Section 209.—Guarantees to all railroads for six equal to the standard return for the same period paid during Federal control. Provides for payment to U. S. by carriers of operating income in excess of amount guaranteed. Provisions of Section 209 only applicable to carriers (including American Railway Express Company) which, on or before March 15th, 1920, files with the I. C. C. a written statement that it accepts all the provisions of this section.

Section 210.—Creates a revolving fund of \$300,000,000 for making loans to carriers applying to the I. C. C. within two years after the termination of Federal control, and for paying judgments, decrees and awards referred to in Section 206.

Section 211.—Execution of powers of President.

Sections 301, 302, 303:

Disputes Between Carriers and Their Employees and Subordinate Officers

Provide for establishment by agreement between carriers and employees of Railroad Boards of Labor Adjustment whose duty it shall be to decide in disputes involving grievances, rules or working conditions. Imposes on carriers and employees the duty to exert every reasonable effort and adopt every available means to avoid any interruption to the operation of any carriers, growing out of any dispute between carriers and employees or subordinate officers thereof.

Section 304.—Provides for establishment of Railroad Labor Board of nine members—three members constituting the Labor Group and representing employees and subordinate officers, three members constituting the Management Group, representing the carriers, and three members constituting the Public Group. All members to be appointed by the President, by and with the advice and consent of the Senate. Members of first two Groups to be chosen from six nominees, whose nominations shall be made and offered by employees and carriers respectively.

Section 305.—Procedure in case of failure of em-

ployes or carriers to make nominations as provided in Section 304.

Section 306.—Defines eligibility of members of Railroad Labor Board with reference to the employment, connections, etc. Term of office five years. Annual salary \$10,000.

Section 307.—Prescribes duties with reference to considering and deciding disputes referred to it by Railroad Boards of Labor Adjustment or by Chief Executive of any carrier or organization of employees, or by written petition of not less than 100 unorganized employees, or upon the Railroad Labor Board's own motion. Decision requires the concurrence of at least five members, provided that at least one representative of the public shall concur in decision involving grievances, rules or working conditions. Decisions respecting wages and salaries and standards of working conditions. Prescribes factors to be taken into consideration.

Section 308.—Prescribes organization and further duties of Railroad Labor Board.

Section 309.—Provides that any party to a dispute shall be entitled to a hearing.

Section 310.—Confers authority for compelling attendance of witnesses and production of books, papers or evidence.

Section 311.—Confers authority for examination and copying of any book, account, record, paper or correspondence relating to any matter which the Board is authorized to consider or investigate.

Section 312.—Provides for payment of wages or salary as fixed by any agency under power of the Federal Control Act, prior to 12.01 A. M., March 1, 1920.

Section 313.—Procedure in case of violation of any decision of Labor Board or Adjustment Board.

Section 314.—Rules for Administration of Railroad Labor Board, employment of Secretary, etc.

Section 315.—Makes appropriation of \$50,000 for maintenance of Labor Board for period ending June 30, 1920.

Section 316.—Limits powers of Board of Mediation and Conciliation created by the Act approved July 15, 1913.

Amendments to Interstate Commerce Act

Sections 14-15-16.—Commission authorized to establish Car Service Rules and Regulations, and in case of emergency such as congestion of traffic and shortage of equipment, Commission is given authority first to suspend car service rules, regulations and practices; second, to make directions with respect to car service without regard to ownership as between carriers, of locomotives, cars, etc.; third, to require joint or common use of terminals; fourth, to give directions for preference or priority in transportation, embargoes, or movement of traffic under permits; fifth, to make directions with respect to the handling, routing and movement of traffic of any carrier unable to transport the traffic offered it so as properly to serve the public.

Sections 18-19-20.—After 90 days after this paragraph takes effect no carrier shall make an extension, construct new line, shall abandon all or any portion of a line of railroad unless and until there shall first have been obtained a certificate from the Commission certifying that present or future public convenience or necessity require or permit of such action. This authority shall not, however, extend to the construction or abandonment of spur, industrial, team, switching or side tracks located at or to be located wholly within one State.

Section 22.—From and after July 1, 1920, no carrier shall deliver freight at destination until all charges have been paid, except under rules and regulations prescribed by the Commission to assure prompt payment of charges and prevent unjust discriminations. Prohibits discrimination in the interchange of traffic between carriers.

The Commission may, when found to be in the public interest, require the joint use of terminal facilities on such terms and for such compensation as the Commission may fix as just and reasonable.

Fourth Section (Long and Short Haul) of the Act amended by providing that in authorizing departures from that Section, the Commission shall not permit the establishment of any charge to or from the more distant point that is not reasonably compensatory for the service performed; no such departure shall be authorized on account of merely potential water competition not actually in existence.

Commission may authorize, when found to be in the interest of better service to the public, or economy in operation, and will not unduly restrain competition, the division of traffic or earnings between carriers, subject to such rules and regulations as it may prescribe.

The Commission may, when found to be in the public interest, approve and authorize acquisition by any carrier of the control of any other carrier by means of

lease, purchase of stock, or in any other manner not involving the consolidation of such carriers into a single system for ownership and operation.

The Commission shall prepare and adopt a plan for the consolidation of the railway properties of the United States into a limited number of systems. Competition shall be preserved as fully as possible and whenever practicable existing routes and channels of trade and commerce shall be maintained.

The several systems shall be so arranged that cost of transportation as between competitive systems shall be the same, as far as practicable, so that these systems can employ uniform rates in the movement of competitive traffic.

Two or more carriers authorized to consolidate their properties into one corporation for their ownership, management and operation, so long as proposed consolidation is in harmony with the plan of consolidation into several systems as mentioned above.

Commission may approve and authorize the consolidation of four express companies into the American Railway Express Company, if application for same is made to the Commission within 30 days after the passage of this Act.

In any investigation involving rates, fares, charges, classification, regulation or practice made or imposed by authority of any State or initiated by the President during the period of Federal control, the Commission shall notify the States interested and may hold joint meetings with any such State regulating bodies. Commission authorized in deciding cases, involving rates, fares, charges, etc., to prescribe maximum or minimum or maximum and minimum rates, fares, charges, etc.

Commission authorized after full hearing upon complaint or upon its own initiative, to prescribe just, reasonable and equitable division of joint rates, fares or charges.

Maximum period of time for suspension of schedules or tariffs limited to 150 days. If in case of a proposed increased rate or charge, proceeding has not been concluded and an order made at expiration of the 150 days, Commission may require carriers to keep accurate account of all amounts received by reason of such increase, and may after decision has been rendered require refund, with interest, of such portion of increased rates or charges as shall be found not justified.

The Commission shall initiate, modify, establish or adjust rates, fares, charges, etc., so that carriers as a whole (or as a whole in each of such rate groups or territories as it may designate) will, under honest, efficient and economical management, earn net revenues equal to a fair return upon the aggregate value of the railway property of such carriers. The Commission shall from time to time determine and make public what percentage constitutes a fair return, provided that during two years beginning March 1, 1920, the fair return shall be $5\frac{1}{2}$ per cent., to which the Commission may add $\frac{1}{2}$ per cent. for improvements, betterments and equipment which are properly chargeable to capital account.

If any carrier receives for any year a net operating income in excess of 6 per cent. of the value of railway property devoted to transportation, one-half of such excess shall be placed in a reserve fund established and maintained by such carrier, and the remaining one-half shall be paid to the Commission for the purpose of establishing and maintaining a general railroad contingent fund. The reserve fund of the carriers can only be drawn upon for the payment of dividends or interest on its stocks, bonds or other securities, or rent for leased roads, when the net operating income for any year is less than 6 per cent., except that such reserve fund need not be accumulated and maintained by any carrier beyond a sum equal to 5 per cent. of the value of its railway property determined as provided in the Act.

The General Railroad Contingent Fund shall be used by the Commission in making loans to carriers or by purchasing transportation equipment and facilities and leasing the same to carriers.

Carriers shall not provide a shorter period for giving notice of claims than 90 days, for filing claims, than four months, and for the institution of suits, than two years. Such period for institution of suits to be computed from the day when notice in writing is given by the carrier to the claimant that the carrier has disallowed the claim or any part or parts thereof specified in the notice.

From and after 120 days after this section takes effect, carriers must first secure authority of Commission before issuing any share of capital stock, or any bond, etc., or assume any obligation of liability, in respect of the securities of any other person.

After December 31, 1921, no person shall hold the position of officer or director of more than one carrier, unless specifically authorized by order of the Commission. It shall be unlawful for any officer or director of any carrier to receive any money or thing of value

in respect of the negotiation, hypothecation, or sale of any securities issued or to be issued by such carrier.

Commission enlarged so as to consist of eleven members, with terms of seven years. Annual compensation of each, \$12,000.

Provides regulations for common carriers by water in foreign commerce whose vessels are registered under the laws of the United States, and for the issuance of through bills of lading by inland carriers under conditions set forth.

TRADE OPPORTUNITIES

Slack Coöperage

Mr. D. B. Decker, 142 Water Street, South Norway, Conn., is in the market for flour and one head apple barrels. (Inquiry through ad in Woman's Magazine.)

The Original Trenton Cracker Co., 15 S. Stockton Street, Trenton, N. J., are in the market and desire quotations on slack barrels for packing their supplies. (Inquiry from an ad in Good Housekeeping.)

Binghamton Candy Co., Binghamton, N. Y., desire quotations on sugar barrels, in car lots. (Inquiry from an ad in Good Housekeeping.)

The Organic Salt and Acid Co., No. 81 Fulton Street New York City, desire quotations on No. 1 sugar and flour barrels.

Tight Coöperage

L. J. Barwood Mfg. Co., Stoneham Station, Boston, Mass., desire quotations on 50 gal. oak wine barrels, knocked down, for shipment to Argentina.

The Joy Chemical Co., 163 Main St., Pawtucket, R. I., are in the market for 50 to 60 gal. barrels such as are used for condensed milk or glucose, both hard and soft wood.

Michael Connor & Sons, 17 Florence St., Jersey City, N. J., are in the market for second-hand charred and uncharred whiskey and spirit barrels, also California wine barrels. Quotations f. o. b. Jersey City.

Melrose & Richards, 10 Sandport Street, Leith, Scotland, are in the market for cherry butts, hogheads and quarter casks, also rye whiskey barrels and half barrels, charred and uncharred, both set up and knocked down. Quotation to be f. o. b. Philadelphia. Reference, Bank of Scotland, Leith Walk, Leith, Scotland.

Mr. Orin C. Stout, No. 1368 East Main Street, Columbus, Ohio, desires to get in touch with manufacturers of white oak hogheads. (From Slack Ad in "Good Housekeeping.")

The Green Mountain Dairy, Inc., East Bethel, Vt., is in the market for 10 and 15 gallon kegs, to be used for packing soft cheese—"Feta" in Greek. (From Slack Ad in "Good Housekeeping.")

Harrington & Simmons, Cambridge, Md., are in the market for new 50 gallon paraffined barrels, to be used for a cold process pack of strawberries.

Federal Cask Co., Pty., Ltd., Maribyrnong St., Footscray, Vic., Australia, desire quotations on white oak staves and heading, as of the following specifications: Staves—42" long, 5" wide, sawn full 1" thick; first quality—sawn on quarter. Staves, split, 2" thick, 5" wide x 28", 34" and 40" long, first quality, straight material. Heading 1", 1½" and 2" thick, per 1000 square feet.

A merchant in Argentina wishes to get in touch with manufacturers of wine casks. Complete specifications should be forwarded and prices quoted c. i. f. Buenos Aires. Correspondence in English. Reference, For further particulars please communicate with the Bureau of Foreign and Domestic Commerce (Opp. 32463).

A manufacturer in Scotland desires to purchase wooden dowels. Quotations f. o. b. New York. For further particulars communicate with B. of F. & D. Com. (Opp. No. 32428).

Palm Oil—Sumatra East Coast

U. S. Consul report indicates a steady increase in the production and exportation of palm oil on the east coast of Sumatra. The report also indicates excessive loss through leakage on shipments made in locally constructed wooden barrels, and suggests that it merits the consideration of coöperage manufacturers in the United States.

Warning

One of our members advises that a man, giving the name of Webster and representing himself to be a member of the firm of James Webster & Bros., Ltd., Liverpool, England, some time ago obtained a loan on promise of prompt payment. He has not been heard from since. Description: Medium height, thin, light complexion, gray hair, smooth face, very bad teeth, and about 45 years old.

Commission's New Bureau

The Interstate Commerce Commission have created a Bureau of Traffic in charge of Mr. V. W. Hardie; also a Service Bureau in charge of Col. Franklin S. Robbins.

Settlement of Claims

Under order of General Counsel of the Railroad Administration, no railroad may, without his consent, settle a loss or damage claim for more than \$500, or a personal injury case involving more than \$3,500. This applies only to claims or suits arising during the period of Federal control or events transpiring therein.

Payment of Freight Charges

A hearing was held by the Interstate Commerce Commission in Washington on April 20th in connection with the establishment of Rules and Regulations covering the payment of freight charges as per Section 405 of the new Transportation Act. The Association was represented by its attorney, Mr. Geo. B. Webster.

It is anticipated that an arrangement equally favorable to shippers as the one now in effect, which allows a maximum of 48 hours in which freight charges must be paid, will be effective after July 1, 1920.

Railroad Valuation

It is estimated that the valuation of the carriers, which is under the direction of Chas. A. Prouty, Director of Valuation, will be completed in about two years.

SPANISH ALLOWANCE OF OLIVE OIL FOR EXPORTATION

A cablegram from Commercial Attaché Jones, Madrid, April 13, 1920, says a royal order published March 30, 1920, modified April 11, allows the exportation of 20,000,000 kilos (kilo=2.2046 pounds) of olive oil, providing the exporters place at the disposition of the Government, at the official price, quantities equal to 150 per cent. of the amount exported. The Government reserves the right to suspend export if deemed advisable for the supply of the national demands; also the right to permit export to certain countries only, if it is desirable for the fulfillment of special trade agreements. There will be an export tax of 25 pesetas (peseta=\$0.193, normal value) per 100 kilos if in barrels, and 20 pesetas if in bottles or tins under Spanish brands. The permits will lapse on September 30 for olive oil in barrels, and on October 31 for oil in other receptacles.

ROUMANIAN OIL TO PAY FOR AMERICAN RAILWAY EQUIPMENT

According to a cablegram from Joseph W. Carroll, chargé d'affaires, Belgrade, Yugoslavia, April 9, 1920, arrangements for the sale of a large quantity of railway equipment to the Government of Roumania have just been concluded by an American concern. The Roumanian Government is to pay for the equipment in petroleum, which the American concern will probably sell, at the wells, to an American petroleum concern. This illustrates the ingenuity that is being used by enterprising Americans in attacking the difficult problems of financing their exports at this time.

BARCELONA FIRMS DESIRE TO SELL AMERICAN STEEL PRODUCTS

Consul General Carleton Bailey Hurst, of Barcelona, Spain, reports that a number of firms in that city wish to obtain the representation of American iron and steel products. The names of these firms have been forwarded and can be obtained from the Bureau of Foreign and Domestic Commerce or its district and co-operative offices by referring to file No. 129234.

JUNKING OF RAILROAD IN TEXAS IS OPPOSED

According to the report of R. V. Nichols, special investigator of the State Attorney General's Department, Austin, Texas, there are approximately 210,000,000 feet of uncut commercial lumber along the line of the Marshall and East Texas Railroad, which runs between Marshall and Wimsboro, seventy-four miles. Besides this available lumber the area is capable of yielding 17,500,000 cross-ties and 270,000 cords of firewood, Mr. Nichols says.

Mr. Nichols made his investigation because there is a petition now pending in the United States Court at Jefferson for permission to junk the line on account of its unprofitableness. It has not been operated since 1917. It is owned by St. Louis interests and has been in the hands of a receiver. The application to junk the road is opposed by the Texas State Railroad Commission.

It is estimated by Mr. Nichols that the removal of the track of the road and its permanent abandonment would cause damage of \$3,720,000. He says that when the line was constructed a total of 25,000 acres were in cultivation in its territory, while now there are 100,000 being cultivated.

ESTABLISHED OVER ONE HALF CENTURY

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J. D. HOLLINGSHEAD CO. 208 S. LA SALLE STREET
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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

CLEVELAND REPORTS STRIKE EFFECTS AND PREDICTS SUMMER WILL BRING HEAVIER BARREL DEMANDS

Of all the industries in the Cleveland, Ohio, district none appears to have been hit harder by the strike of operatives in the railroad yards throughout the country than the cooperage industry. Practically all parts were shut down part of the time during the strike, and some were running half time during the entire length of the walkout. In the two weeks the strike was in effect it was evident that any long continuation would have brought all industry to a standstill.

No Shortage of Material

Significantly enough, the principal effect has been not upon lack of demand, lack of material or lack of fuel, as was the case in all or part in other lines of production. Practically all plants here, anticipating periodical labor disturbances of one kind or another, have been augmenting their supplies of material during the last few months, with the result that all are pretty well supplied in that particular. Most plants likewise are not seriously affected by the fuel shortage which has been imminent without any additional strikes.

Could Not Ship Finished Barrels

The slowing down was a direct result of customers of Cleveland barrel plants being unable to ship their own products, with the result that they could not secure containers on current contracts. In any event the finished product could not be moved out of here.

First break in the strike came in the Nickel Plate yards on April 19th, after a ten-day tie-up of all freight here, and other yards were expected to be working normally in a few days.

At best it will be well into May before normal movement of barrels will be in order, in the opinion of leaders in the trade here.

Prices Unaffected

Prices on cooperage have not been affected by the latest industrial disturbances. While there is an apparent easing in raw materials, due to increased production now that weather conditions are more favorable, there will be no reduction in prices on finished product until late summer, possibly fall. This, members of the trade here point out, because there is no actual reduction in material prices, while labor costs and overhead are still on the increase rather than the reverse. Finally, there is high-priced material bought and paid for, and mostly in stock right now so that until this is used up there will be no price reaction. This is but reversing the condition prevalent when the significantly high costs of barrel production made themselves felt here. At that time there was no increase in barrel prices to the consumer, as lower priced material still remained to be absorbed. Thus the customer has been getting the benefit as long as such material could be used.

Summer Will Bring Heavier Barrel Demand

That the coming summer will be fruitful of heavier demand is the opinion of Cleveland barrel makers. This opinion is backed by the steady volume of new business that has been coming forward from standard users during the trying period through which all industry has been passing in the last few weeks. Apple and similar interests are beginning to place their orders now, and, while some of this business is a little late in arriving, the total volume will equal, if not exceed, the same business of previous years. As con-

sumers continue to increase their shipments, additional and increased orders are looked for.

In tight barrel lines the softening in material prices will not have immediate effect upon tight cooperage itself, according to the belief of those interested in this branch of the trade, and this is because demand from all tight cooperage users apparently is on the increase, in spite of the industrial setback due to the railroad strike. This increased demand in itself will tend to have a sustaining influence rather than to bring prices down. Already this is evident in the early increased demand from beverage interests, now that there is sign of summer approaching. In fact, these consumers are expected to be the largest takers this year. The packing interests, upon which the tight cooperage trade here has depended largely in the past for outlet for its product, do not look like a favorable source for new business, as has been the case during the period of the war. Export conditions are against packing interests, by comparison with the business they have been doing up to the beginning of this year, and for this reason not a large amount of business is anticipated, though with Cleveland as a fairly prominent packing market, a goodly share of the local business is expected to come to tight cooperage producers here. This in a sense will be offset by the increased business looked for from paint and oil interests, who are reported deluged with business, largely because of the increased demand for their products due to the increased house building in this territory.

A. M. Welti & Bros. in Full Operation

Activities at the A. M. Welti & Bros. plant are under way again after the double handicap of strike and fire. Quick work by firemen saved this plant when fire broke out in a one-story structure adjacent to the mill. The blaze was confined to this building. Damage of a little more than \$2,000 was done. Repairs are now under way, and full operation is expected to be resumed before May 1st.

Will Be on Hand at the Fifth Annual

Cleveland will have part in the coming convention of The Associated Cooperage Industries of America, to be held at St. Louis early in May. Representatives from this trade are expected to include C. C. Berry, secretary of the Cleveland Cooperage Co.; H. C. Coyle, of the Greif Brothers Cooperage Company; Oscar Oram, of The John S. Oram Company; Peter Gerlach, of The Peter Gerlach Company, and many others.

At the annual meeting definite steps on what is to be done in connection with the advertising campaign which has been getting under way for some time will be urged by Mr. Berry. It is expected that the members will be lined up at St. Louis so that the campaign can be "put on its feet." An effort also will be made by the Cleveland delegates to have this city selected for the semi-annual meeting in November.

CORRECTION IN NAVAL-STORES REPORT

The total stocks of turpentine at all points on February 2, 1920, were 54,174 barrels instead of 36,923 barrels as reported by the Bureau of Chemistry, United States Department of Agriculture, on March 8, 1920. The stock of turpentine at New Orleans was 10,352 barrels. On the basis of the corrected report the turpentine stocks on February 2, 1920, were 50,926 barrels instead of 33,677 barrels at those points which were covered in the report of March 31, 1919. The stocks for March 31, 1919, at the points covered in that report were 131,288 barrels.

WITH THE BUFFALO TRADE

The flour barrel trade has not been making much headway of late and for a couple of weeks the flour mills were running very light, when they were not closed down altogether as a result of the switchmen's strike. As no flour could be shipped by rail for any extended distance, there was little call for barrels. Now the strike is off, and flour prices are on the advance, the demand for barrels is quite likely to improve.

Apple Crop Looks Promising

Apple growers say that the weather through the winter and thus far this spring has been excellent for apples, as well as for other fruits. Jay E. Allis, a leading fruit authority of Medina, said recently: "The prospect up to date is good for the largest fruit crop that Orleans County ever produced. Peach trees are showing more live buds in the peach belt from the Ridge road on the north to the Naples ridge on the south than any other section of western New York. The thermometer dropped eight to twelve degrees lower in the other peach sections than it did in this belt. The Elbertas show 75 per cent. of live buds and the Rochester and Carmen varieties show 95 per cent. of live buds in some orchards.

"The apples, pears and cherries look very promising for a bumper crop, if the weather conditions are good through the blossoming season."

The Stock Price Market

Stock prices show a little easing up from a month ago, especially in hoops, which is not surprising, considering the big advance. It was fortunate that buyers did not try to follow some of the advice given them and load up. They can now buy a little cheaper, but the stocks at the mill are by no means heavy. Some of the stave mills report that they have had to close down because of the wet weather. Whether the prices will go up further in the near future or no, is a question coopers would like to have answered. At any rate they will buy cautiously. They note that yellow pine lumber prices are not soaring to the extent of several weeks ago, and so think that cooperage material may also ease off. Six-foot hoops are now \$48 to \$50, a decline of several dollars from a month ago, and six-foot-nine hoops are \$52 to \$54. No. 1 kiln-dried basswood heading holds firm, with 17½ in. at 19c, to 21c, and 19½ in. at 24c, to 25c. No. 1 28½ in. gum-mixed timber staves are unchanged at \$33 to \$35, with No. 1 30 in. at the same price. Apple barrels are reported to be quoted at \$1.10 to \$1.25.

Pennypackers Incorporate Their Machinery Company

The Buffalo Precision Machine & Foundry Corporation has been incorporated here with \$100,000 capital. The directors are W. G. Pennypacker, Jr., A. P. Pennypacker and William S. Gallagher. The company has been in business for several years, making auto parts and small machinery, and has now been incorporated.

Jackson & Tindle, Incorporated

The business of Jackson & Tindle, which has been run as a partnership for many years, was recently incorporated with a capital stock of \$2,250,000, making it one of the largest business institutions in this section. The interests of the company are wide and cover mills at Pellston and Munising, Mich., and Jacksonboro, Ont., where many kinds of forest products are turned out. These include lumber, lath and shingles, handles, turnings and dimension stock, poles, ties, posts and cooper-

J. C. PENNOYER

age stock. Buffalo is the headquarters of the cooperage end and the lumber sales office is at Grand Rapids, Mich. The officers elected are as follows: President, W. K. Jackson; first vice-president, F. T. Tindle; second vice-president and sales manager, Z. H. Nelson; secretary and treasurer, G. A. Jackson.

Harry T. Pennypacker, president of the Quaker City Cooperage Co., has been in ill health lately, but is able to give attention to business and feels improved over several weeks ago.

The August Debus Estate is retiring from the slack cooperage trade here, and the building where for many years flour barrels have been produced in large numbers will be devoted to other purposes. The late August Debus ran the establishment during his lifetime, succeeding his father, who was also a cooper. In late years the shop had manufactured many barrels for various purposes and did a prosperous business.

Motor Trucks a Great Help During Railroad Strike

Coopers who owned motor trucks had an excellent chance to make money fast during the progress of the switchmen's strike here. A great demand arose for trucks to carry freight to and from points out of town, and there was more money in this line for the time being than in the regular channels of business. The switchmen's strike would have been a good deal more of a hardship for this city had it not been for the motor truck, which held off the possibility of a famine in foodstuffs, which is declared by provision men to have been not far distant.

AUTOTRUCK OWNERS PLAN CO-OPERATION

Recent reports to the national headquarters of the Motor Truck Association of North America, Indianapolis, Ind., show an increasing membership and tendency toward co-operation through organized bureaus in the business centers of the country, where the motor truck service is constantly enlarging. The truck in practically every State is becoming a more important factor in distribution, supplementing and competing with railroads. As proof of this, F. A. Wenn, secretary of the National Automobile Chamber of Commerce, Chicago, in speaking of the latest rail strike, says: "Motor trucks have been the salvation in industry in some sections, 80 per cent. of freight traffic between Akron and Cleveland, Ohio, moving by truck."

A development in truck business is the completion by national underwriters of plans for insurance of goods shipped by truck against fire, theft, collision and other damages. A standard rate basis is being established.

BOUNTY ON MARKETED CRUDE PETROLEUM IN CANADA

Over 90 per cent. of the crude petroleum in Canada is obtained from the old oil fields in southern Ontario, which have been producing for 58 years. This has been supplemented by a small annual production from New Brunswick and Alberta.

A bounty of 1½ cents per gallon is paid on the marketed production of crude petroleum from oil fields in Canada. According to returns of bounty payments, the production in the Province of Ontario was 219,804 barrels and in New Brunswick 4,275 barrels. The Alberta oil is a very light oil and on that account not entitled to bounty payment; the production in 1919 was 16,891 barrels.

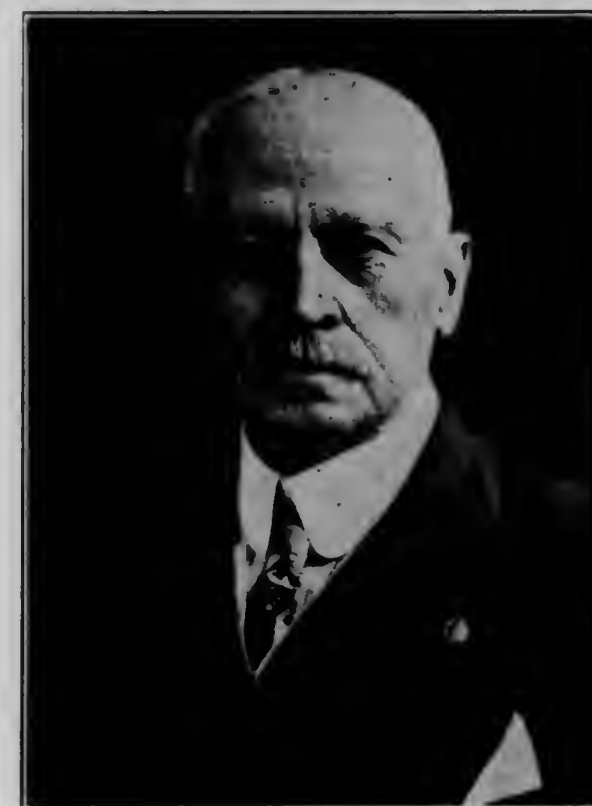
Tight Cooperage Stock Wanted

Always in the market for
**White Oak, Red Oak,
 Ash and Gum Staves
 and Heading,
 For Lard and Oil Tierces,
 and Pork Barrels.**

We also buy Slack Cooperage Stock

Quotations Solicited

Swift & Company

Cooperage Department
 South St. Joseph, Mo.

J. C. PENNOYER

the time of his death was a member of the South Shore and other prominent Chicago clubs. Mr. Pennoyer enjoyed a high place in the regard and affections of all that knew him, and to his wife, who mourns him, as well as to Mr. George I. Nervig, treasurer of the J. C. Pennoyer Co., who for so many years has been in the closest touch with Mr. Pennoyer as business associate and friend, and who will sorely miss him, the JOURNAL extends deepest sympathy in the loss they have sustained.

MRS. ENOCH NERVIG

On April 7th, at her home in Chicago, Mrs. Enoch Nervig, mother of George I. Nervig, Treasurer of the J. C. Pennoyer Co., of that city, passed away at the age of 79 years. The death of his mother, following the not very recent death of his beloved wife, and preceding by but three days the death of his partner, Mr. J. C. Pennoyer, brought to Mr. Nervig a month of special sorrow and loss, in which sorrow and loss his many friends throughout the entire trade sympathize with him deeply.

EDWARD J. BOBET

The cooperage and timber people of Louisiana and adjoining States are in mourning. Edward J. Bobet, the Nestor of the heavy stave business, died at his home in New Orleans on March 28th.

Seventy years ago, when New Orleans was more like a capital of the Middle Ages than a modern city, and when the stave trade was in its weakest infancy, J. S. Bobet established an export stave business, in which he was assisted by his two sons, Alphonse and Edward J. Mr. Bobet was more than a mere stave dealer. He was a public-spirited citizen and a man of wide interests and universal sympathies, as widely known for his benevolence as for his upright business methods.

After several generous bequests to charities the bulk of his property was left to his widow, Virginia D., daughter of the late Judge Henry Alker, New York.

It is understood that the business of the firm of Bobet Bros. is to be liquidated as quickly as is possible without injury to the interests of the survivors.

SAD DEATH OF HOBART S. RUSSELL

Frank B. Russell, for many years a prominent stave manufacturer, operating mills in Kentucky and the South, with his operations now entirely in the South, is one of the saddest men in Louisville, having lost his only son, Hobart S. Russell, 23 years of age, who died at the Phoenix Hotel, Lexington, Ky., April 9th, of fatal burns received in a gas explosion at an oil well on the Russell Oil Co. properties in Lee County on April 2d. Young Russell was a graduate of Kentucky University and upon completing school joined his father in the oil business. For the past five years Mr. Russell had left most of the cooperage management to his brother, and had developed oil holdings, which are said to have netted him something more than \$2,000,000. In 1919 he sold one group of privately owned wells for more than a half million dollars, and recently closed a deal whereby the Russell Oil Co. holdings were sold to the Superior Oil Co. at a reported price of \$2,500,000. Mr. Russell held controlling interest in his company, and in addition to these sales had sold many hundreds of thousands of dollars worth of oil produced. Two weeks more and the deals would have been completed, and Hobart, who has been associated with his father in his big oil operations, would have been through his work on the leases. Hobart is survived by his mother, father, two sisters and his bride of less than two months, he having married Miss Elizabeth Quick, of Louisville, February 21st. Frank Russell is one of the best known men in the cooperage trade, a man who has many friends, and who has built an enviable reputation firmly established on square dealing. It is needless to say that all his friends throughout the cooperage industry, as well as oil trade, and many friends in other lines, sympathize deeply and sincerely with him over the bereavement that has come in the loss of his only son, who was slated to succeed to much of the active management of the Russell interests.

The Southern Cooperage Co., Dexter, Mo., has added to its slack stave output by the acquisition of the stave mill, staves and timber supply of the Dixie Cooperage Co., Weldon, Ark. With this mill the Southern Cooperage Co. will have six plants in operation.

THE LATEST IMPROVED

"TREVOR"

Stave and Heading Machinery

IS BUILT BY

TREVOR MFG. CO.

LOCKPORT, N. Y.



On Stock
 for immediate shipment

1-20 in. "Trevor" Heading Planer
 1-24 in. " " " "

SUBJECT TO PRIOR SALE

A full line of the latest improved
 cooperage stock machines

TREVOR MFG. CO., Lockport, N. Y.

Southern Agency with
 J. C. PENNOYER COMPANY
 Chicago, Ill. and Memphis, Tenn.

**WE
CAN SELL
2nd HAND MACHINES**

YOUR PLANT OR ANYTHING ELSE
YOU MAY WANT TO TURN
INTO MONEY.
TRY US!

ADDRESS THE NATIONAL COOPERS' JOURNAL, PHILADELPHIA, PA.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

RE-MANUFACTURED BARREL AND COOPERAGE MACHINERY FOR SALE

E. & B. Holmes No. 38 Crozer.
E. & B. Holmes No. 38 1/2 Crozer.
E. & B. Holmes Setting-Up Forms (two).
Truss Hoops, Steel, 53-19 1/4", 35-22 1/4", 50-17 1/4".
Clough & Witt Trusser.
Clough & Witt Chamfering and Crozing Machine.
E. & B. Holmes No. 47 1/2 Hoop Driver.
E. & B. Holmes No. 97 Hoop Nailing Machines (three).
76 New 5' Roller Bearing D. K. Trucks.
100 Second-hand 4' Roller Bearing D. K. Trucks.
17 Second-hand 5' Roller Bearing D. K. Trucks.
450 feet No. 30 Rail.
500 feet No. 16 Rail.
Oram Double Stave Planer.
Complete Set Rochester Heading Machinery.

NOBLE MACHINE COMPANY
Fort Wayne, Indiana

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—One wheel butter tub stave jointer. One E. & B. Holmes stave cutter on a 15" circle for butter tubs. Address G. S. DUDLEY, Roxbury, N. Y.

FOR SALE—Complete outfit of Holmes machinery for making apple barrels. Address BUSHY MOUNTAIN FRUIT GROWERS, North Wilkesboro, N. C.

FOR SALE—Eight sets of coopers' tools, including some hoops.
One barrel heater
One Trevor Stave Cutter
One heading jointer
One heading saw, Dengler & Connell
One slash knife for cutting veneers into cheese box hoops.
Address H. R. SAVAGE, East Aurora, N. Y.

FOR SALE—One E. & B. Holmes single wheel tight barrel stave jointer in good running order for 30" to 36" staves. The CHARLES MUELLER COMPANY, LIMITED, Waterloo, Ont.

FOR SALE—Complete outfit of stave and heading machinery, including four Gerlach drum saws, two jointers, etc. Address "MACHINERY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STEPHEN JERRY & CO.

Vandervoort Ave. and Withers St., BROOKLYN, N. Y.

SLACK COOPERAGE MANUFACTURERS OF

9 in. to 24 in.



Slack Barrels

Shooks for Export

DIRECT DELIVERY TO
SEA-GOING VESSELS

HELP WANTED

COOPERS WANTED

The Texas Company has a number of openings for First and Second-class Coopers at the points mentioned below. High wages and steady work under the best working conditions. Apply by letter or in person to any of the following Texas Company plants:

Marcus Hook, Pa., Supt. Frank Nester.
Bayonne, N. J., Supt. A. E. Mauley.
Providence, R. I., Supt. A. E. Sandford.

WANTED—Immediately, a good cooper. In applying give references, wages required, etc. Address THE SILVER SPRING BREWERY, LTD., Sherbrooke, Quebec, Canada.

WANTED—Experienced man as Superintendent, and capable of running a tight barrel factory equipped with Holmes machines. A Newfoundland or a Canadian preferred. Address "E. W. R." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—One head turner, one jointer, one matcher and one pick-up man, to operate piecework on keg heading. Good wages and steady employment. Address GLADY MANUFACTURING CO., Gladys, W. Va.

WANTED—Filer and Mill Foreman for a stave and heading mill. Must be thoroughly competent to keep up heading machinery, and must have had previous experience in keeping up drum saw sawing pine staves. Nothing but a thoroughly competent man need apply. Address "FLORIDA," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—At once, a man to take charge of a hardwood slack barrel heading mill, competent to keep everything up-to-date and in good repair and running order. Mill employs 18 men, is equipped with good machinery and dry kiln, and is located in a small village with school and churches. Wages are good and mill is running steadily. No one need apply who is not a live wire and capable of handling men, as we mean business and want an A-1 man. Wire us at our expense, write, or call personally. GERMANIA HEADING COMPANY, Germania, Pa.

WANTED—Capable man as superintendent for tight and slack cooperage plant at New Orleans, La., making barrels, half barrels and kegs, jointing tight barrel staves and making heading for tight packages. In applying give age, family, experience, references, and salary expected. Address "COMPETENT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Cooper for repairing wine barrels. Apply T. G. BRIGHT & CO., LTD., Niagara Falls, Canada.

WANTED—A high grade man as superintendent to take charge of a tight barrel stave (principally Gum, a little Oak) mill located in Southwest Louisiana. Must be experienced in procuring timber and manufacturing operations. Attractive proposition for one who can show successful results. Address "CAPABLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—First-class superintendent for our Louisville plant. One who understands kiln-drying and jointing staves, circling heading and making kegs and barrels. Write us, giving references, and stating salary required. LOUISVILLE COOPERAGE CO., Louisville, Ky.

BARRELS WANTED

WANTED—We are in the market to contract for one car of sugar barrels and one car of flour barrels per week, new or second-hand, to be delivered at our plant, which is located about 30 miles from New York City. Address with quotations, "CONTRACT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WANTED—To purchase saw mill or slack barrel stave mill with stumpage or land in fee. Or two or three thousand acres timber without mill. Address "MILL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To interest a good man with some capital to invest to take charge and operate a tub and pail factory in St. Paul, Minn. Address for full particulars "TUB," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To purchase saw mill of about 15,000 capacity with stumpage. Prefer Arkansas, Mississippi or Northern Alabama. Address "STUMPAGE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FINISHED PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.

Tanks—300 to 18,000 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tub—275 to 4,000 gal. capacity.

Write for detailed list, prices and dimensions. Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—About four carloads of good hardwood, single or double head dye barrels, for immediate delivery. Address "DYE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—RED OAK OIL BARREL HEADING

Small car of RED OAK OIL BARREL HEADING, 20 1/2 and 21-inch diameter; can make any size desired. Make us an offer. Can make prompt shipment.

TEXAS BARREL COMPANY,
Houston, Texas

STEEL HOOPS FOR SALE IMMEDIATE DELIVERY—SPOT N. Y.

New Steel Hoops—Coils about 55 lbs.
30 Tons — 1 1/4" No. 19
10 Tons — 1 1/2" No. 19
57 Tons — 1 1/2" No. 18

J. K. LARKIN & CO.
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Building 250 x 50, 15 feet high, with 480 feet railroad siding on one side and 200 feet on other side. Boiler room with 150 H. P. boiler. 3 1/2 acres of ground and located in the State of New Jersey within 25 miles of New York City. Address "BARGAIN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Manufacturers of and
Dealers in all kinds of **Cooperage**

MATCHED STOCK A SPECIALTY

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Established 1860. Incorporated 1892.

Long Distance Telephone, 1155 and 1156 Bergen



C. HEIDT and SON Jersey City Cooperage Jersey City, N. J.

Manufacturers of New Flour, Sugar, Fruit and Half Barrels. Also all kinds of New Heading, Staves, Hoops, etc.

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Stock of all kinds, and we want your prices

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STAVES, HEADING, HOOPS AND COOPERAGE
—BOTH TIGHT AND SLACK—

WE ARE NOW jobbing wire hoops and hoop steel in carloads or less, at mill price, and WE ARE supplying Wire Hoop Orders large or small, to the satisfaction of all buyers. Write Us

105 South La Salle Street, Suite 1408, Chicago, Ill.

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Manufacturer of **Slack Barrel Heading** from 24" down
all kinds of to 17 1/8"

WE SOLICIT ORDERS FROM CONSUMERS, FOR PROMPT AND
FUTURE DELIVERIES. GIVE US A TRIAL.

Southern Cooperage Co., Inc.

Manufacturers of **KEG STAVES**

Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va.
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Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft.
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BAY CITY, MICHIGAN

STANDARD COOPERAGE CO.

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Manufacturers of **TIGHT STAVES and HEADING**

From KEGS to FIFTY gallon sizes. In Straight or Mixed Carloads.

We guarantee our stock and give prompt shipments. Let us quote you on
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CALIFORNIA BARREL CO.

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MANUFACTURERS OF

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Manufacturers of **HIGH-GRADE TIGHT and SLACK BARRELS**

Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING

Office and Plant—**PENSACOLA, FLA.**
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DOWEL PINS OUR SPECIALTY

We Solicit Your Orders in Any Quantities
Good Stock and Prompt Service - - - Paragould, Ark.

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WINE, PICKLE and OIL COOPERAGE

ALWAYS IN THE MARKET FOR SQUARE HEADING
AND STAVES OF ALL KINDS. QUOTE PRICES

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EMPIRE BARREL COMPANY

WHOLESALE DEALERS IN **SECOND HAND BARRELS**

Business transacted in every part of the United States and Canada. We are
always in the market for all kinds of second-hand tight and slack barrels.
Also white oak, gum, beech and dog heading. Correspondence solicited.

371-73-75 Clinton Street DETROIT, MICH.

REINSCHMIDT STAVE CO.

...MANUFACTURERS OF...

Tight and Slack Barrel Staves

AIR-DRIED AND LISTED

Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves

PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to QUITMAN, GEORGIA

TREXLER COOPERAGE COMPANY

MANUFACTURERS OF

Slack Barrel Staves, Heading and Hoops

ALLENTOWN, PENNSYLVANIA

MT. OLIVE STAVE CO.

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MANUFACTURERS OF

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IN

WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

HIRSCH COOPERAGE CO.

HOUSTON, TEXAS

**TIGHT BARRELS
—and SHOOKS—**

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*Specializing on Barrels for Petroleum Oils, Cotton
Seed Oil, and Packing House Products*

"SINCE 1890"

Capacity, 2500 Packages Daily

New York Office, ST. JAMES BLDG., Broadway at 26th St.
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Tight Cooperage Stock*Sawed Staves a Specialty*

MOREHEAD :: KENTUCKY

PADUCAH COOPERAGE CO.

Manufacturers and Exporters of

**TIGHT STAVES AND HEADING
—BARRELS AND SHOOKS—**

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EXCEPTIONAL FACILITIES FOR EXPORT
50 Miles by Rail or Water from New Orleans**Gum, Ash, Red Oak, Cypress
—Tight Barrel—
Staves and Heading***Kiln Dried :: Jointed :: Circled***CENTREVILLE COOPERAGE CO.**
CENTREVILLE, LA.**The Harlan-Morris Mfg. Co.**

JACKSON, TENNESSEE

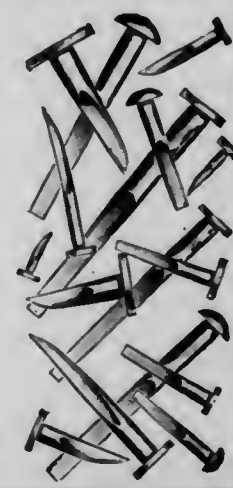
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**TIGHT-BARREL STAVES
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From WHITE OAK, RED OAK, ASH AND GUM

SATISFACTION
GUARANTEEDBranch Mills in
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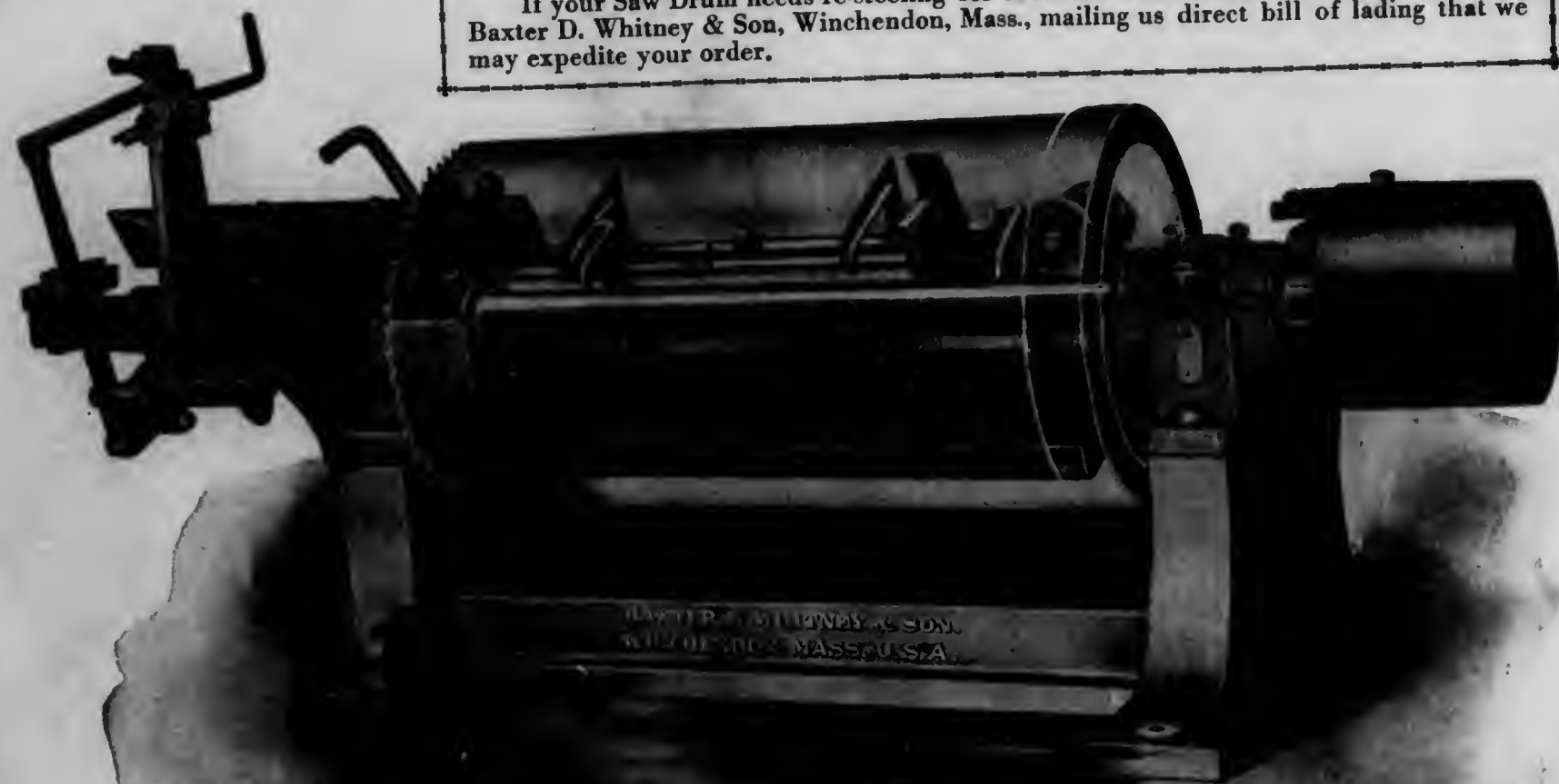
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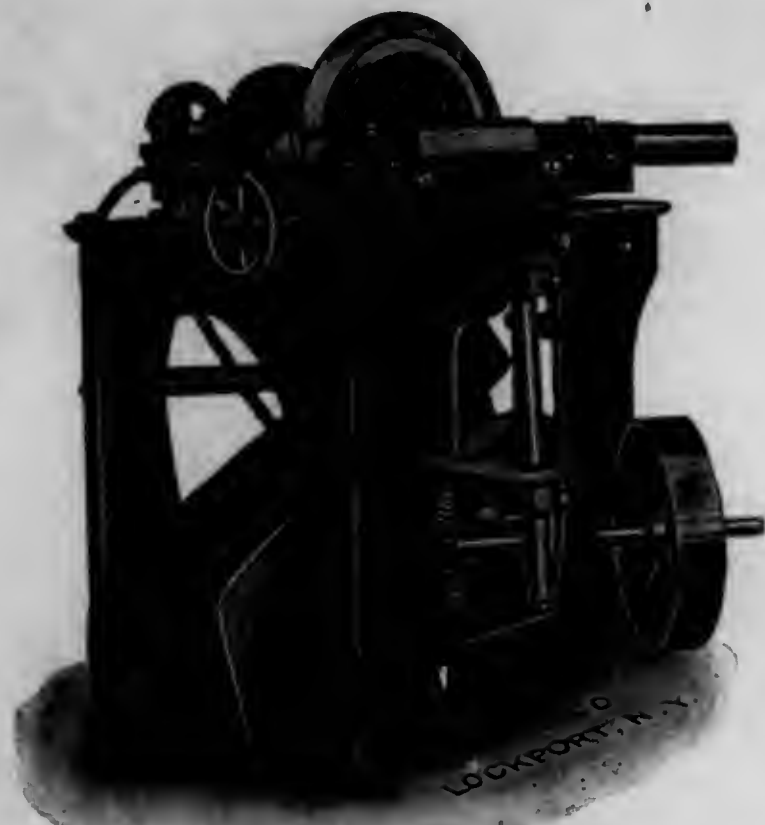




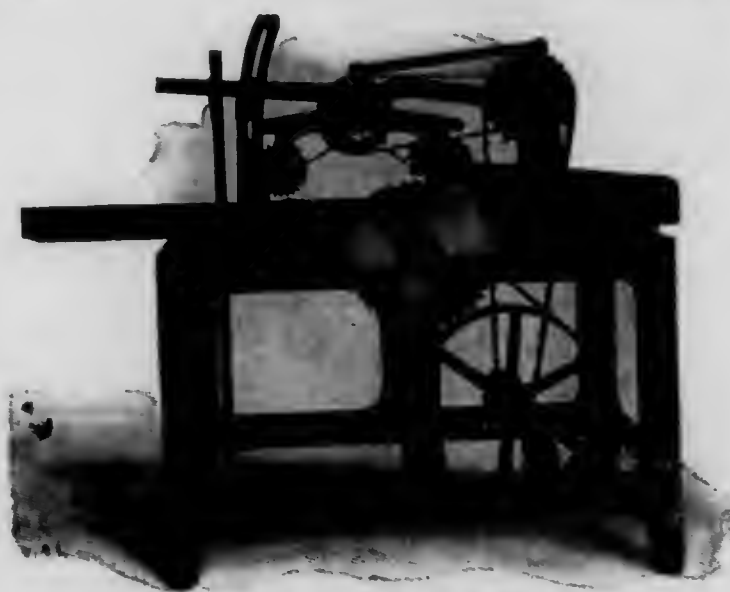
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VOL. XXXVI

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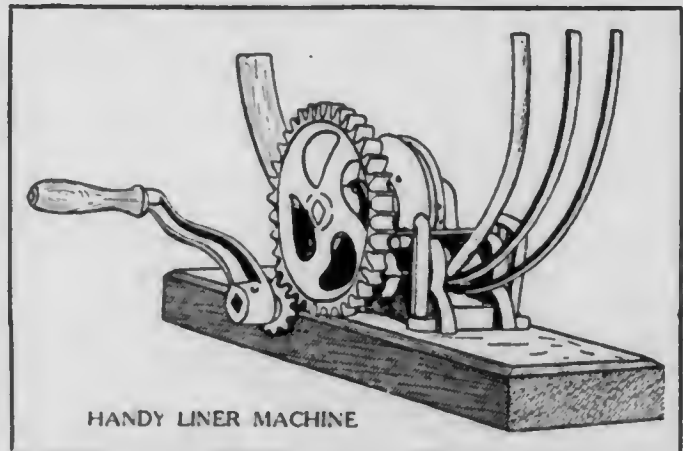
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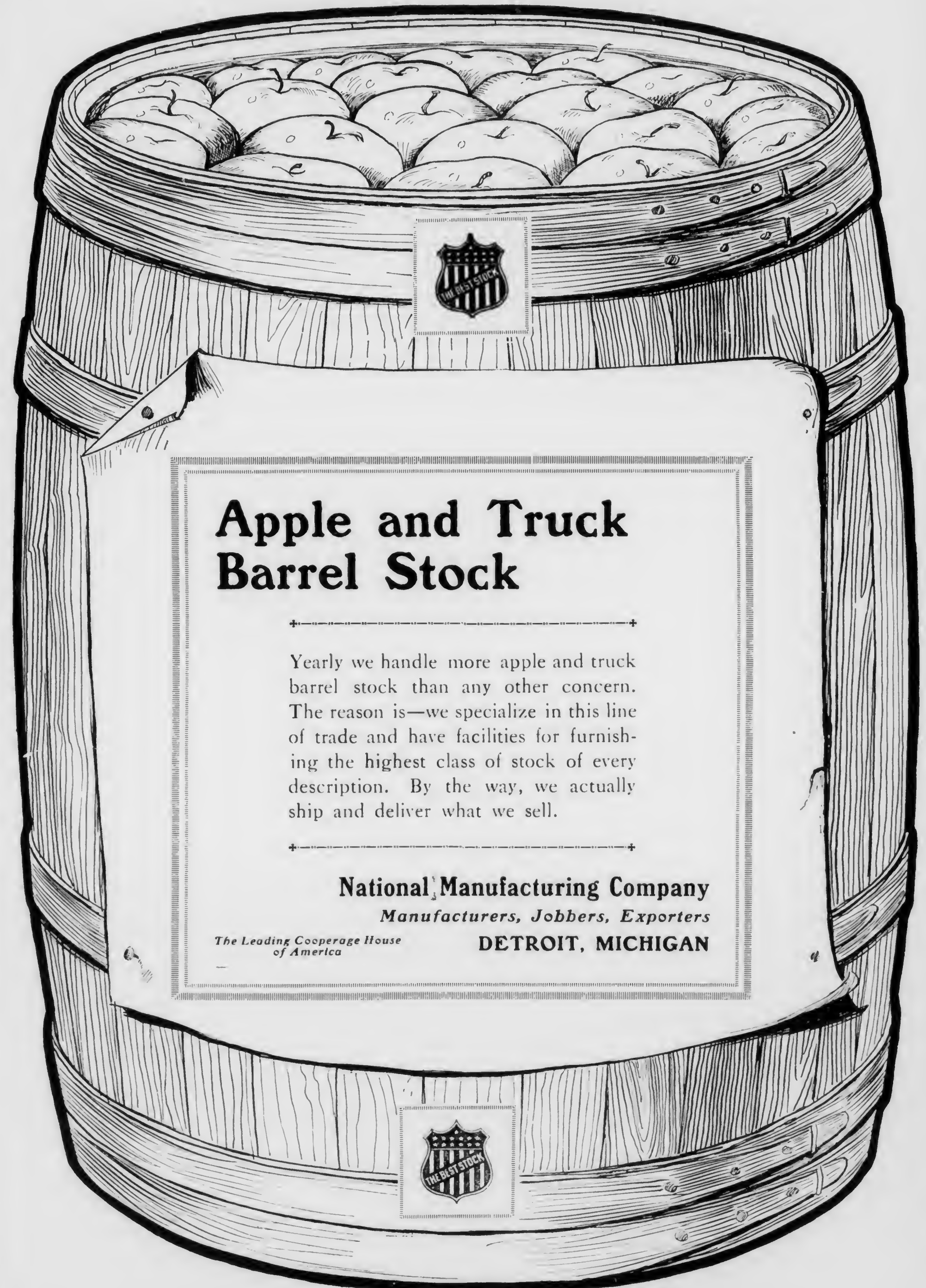
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The National Coopers' Journal

THIRTY-SIXTH
YEAR

Philadelphia, June, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 2

New Orleans Reports Increase in Louisiana Severance Tax—How to Fix Valuation of Stumpage Now Important Question

Louisiana lumbermen have been paying the State a severance tax for all timber removed, the rate being 2½c. per thousand feet for pine, 3c. on cypress and 4c. on hardwood, which included all timber but pine and cypress.

Mr. Parker, Louisiana's new Governor, lately held a conference with the leading lumbermen of the State and explained to them that it was necessary to raise additional revenue by increased taxation, and that their business must bear part of the added burden. The lumbermen raised no objection to this, and the only difference in opinion was as to the best method of placing the additional tax. Some of the lumbermen suggested that as it was sometimes difficult to arrive at the true value of stumpage it would save disputes to levy the tax at a flat rate of ten cents per thousand feet removed, regardless of the value.

The Governor's proposal, however, was that the stumpage be taxed according to its value, and he suggested a tax of 2 per cent. as adequate. The lumbermen consented to this, and now the question is, how to fix the valuation.

At present the Board of State Affairs assesses cypress stumpage at \$8.00 and pine at \$7.00. The Board has never fixed the value of the hardwoods, the assessment on this being arrived at on the market value. Under the new arrangement the value of the stumpage will be determined each year for the ensuing twelve months.

The present severance tax yields the State \$100,000 and it is estimated that the new tax, which is to be known as a license, will yield \$400,000.

The readiness with which the lumbermen recognized the State's dire need of funds, and consented to bear an added burden certainly proves them to be the most public-spirited of men, for, according to Henry Hardtner, pioneer in reforestation and president of the Louisiana Forestry Association, the lumber industry is the most heavily taxed in the State.

All lines of agriculture in Louisiana are taxed on a valuation of \$313,000,000, while the lumber industry is taxed on a valuation of \$286,000,000.

With such an investment as this it is not surprising that the lumber interests should contemplate erecting in this city a twenty-story office building that will cost a million or more. This project is having the active support of all lumber and kindred organizations, the cooperage stock men included, and the building would supply adequate office facilities for many of those having headquarters or branches here, thus bringing kindred interests together and so facilitating business, as well as affording a suitable meeting place for all organizations co-operating in the enterprise.

Louisiana Manufacturers Have All the Recorded Troubles—and Then Some

The stock mill men here are wrestling with the same difficulties that beset their competitors in other sections, car shortage, the scarcity and inefficiency of labor, the growing scarcity of timber which makes long hauls necessary, bad roads which make long hauls impossible, and in addition to these troubles, common to all men alike, they have the added trouble peculiar to Louisiana, high water.

Where High Water Means High Water

People in other sections think they sometimes have high water, but they do not know what high water is until they get in touch with the Mississippi, as it dominates all nature along its lower reaches.

Shippers Principally Interested in Getting Barrels, Not in Quibbling Over Prices

Under such conditions lower prices are not to be thought of, and there can be no such thing as a cheap barrel. Shippers, however, are not much inclined to quarrel with barrel prices, but are more likely to thank God if they can get barrels on any terms.

Box and Crate Men Worse Beset Than Stave and Heading Manufacturers

The box and crate shooch mills seem to have suffered more from high water than the stave and heading mills, and the best the box men can say of their products is that they are not yet sold for their weight in gold.

Help Always in Demand in Louisiana

The men who can always get good jobs down here are coopers, stave and heading mill men in any capacity, and such woodsmen as timber cutters, skidders and loaders. Salesmen of cooperage or cooperage stock, if they had no resources but salesmanship would starve to death. Barrels and barrel materials sell themselves. Make it known that you have the goods and can make deliveries, and the orders will come in without solicitation.

The Barrel Demand at New Orleans

Cuban sugar is still coming in, and so sugar and syrup cooperage is still in demand. The demand for syrup kegs is growing.

The demand for barrels for all grades of petroleum products is always good.

The call for packages for cottonseed products is steady.

There is considerable call for low grade barrels for shipping iced fresh fish. Other grades of fish packages are used to some extent.

Produce barrels are being used about as fast as they can be made.

Pickle and vinegar people are now in the market for barrels.

Small coffee barrels are always in demand.

About the only barrels that are never made or needed here are flour barrels, apple barrels and kraut barrels, though any of these, when second-hand, will sell readily for other purposes.

A considerable number of tight barrels are now used for strawberries. The best of the berries are shipped in crates, but the berries that are overripe, or in any way imperfect and unsuited for shipment to the Northern market, are put into barrels, with or without an equal weight of sugar, and held for the preserving plants, or the makers of flavoring extracts.

One of our berry-growing centers used 1100 such barrels in one day, and, when you consider the price you pay for everything else, you will not be surprised to learn that the contents of each of these barrels was valued at \$200.00. The shippers of products of this value do not usually quibble over the price of the barrels.

Eckhart & Lennon Co. Has a Fire

In an era of bad luck those who are out of range of high water have something else just as bad to happen to them, and even a stave plant so fortunately located as that at Monroe, La., has not escaped. Early in the morning of May 12th fire broke out in the plant of Eckhart & Lennon Co., in South Monroe, and destroyed the boiler room and fuel house. It is said that the fire had its origin in accumulated dust in the boiler room. The boilers and engines were not materially injured, but rebuilding and repairs will keep the plant shut down for some time. The loss is estimated at \$4,500 with \$2,500 insurance. It gave the fire department a four hours' struggle to save the rest of the plant.

CARELESS INSPECTION AND UNSKILLED COOPERS BAD FEATURE OF SECOND-HAND BARREL TRADE, SAYS "EXPERIENCED COOPER"

It was with special interest that I read the article in the May JOURNAL about the second-hand barrel trade and the care that every one should take in handling second-hand packages, and while it is true that not all second-hand coopers are careless in preparing their barrels for re-sale, there are enough careless ones, however, to make such warning articles as the JOURNAL's May article very necessary and very valuable.

Because I feel sure that it will help in protecting the second-hand barrel trade and because I am with the JOURNAL, and want to help in its steady fight for a first-class wooden barrel, both new and second-hand, I am going to set down a few instances of which I have personal knowledge and which may benefit in some way.

First, I know a shop that was supplying second-hand barrels to a linsed oil company and there were complaints of dirty oil. I received one of these oil bar-

rels after it had been emptied, the barrel coming straight out of the oil house, and I saw that it was dirty, but was amazed when putting the light into the barrel to find that it was an ink barrel and had never been cleaned out.

Another case was that of a barrel marked "Ford Special Auto Oil," which came into my hands. Before starting to clean the barrel I inspected it with the light and discovered it had been a paint barrel, half burned out, but not clean, covered with char. On washing the paint off the head of this barrel I found it marked "Red Barn Paint." Now in these two cases neither one was an accident. In the second-hand barrel trade as in the new barrel trade the firms that put out barrels in good condition will get repeat orders, while the firms that sell the other kind of barrels will not remain long in business.

In reference to food barrels. What would you think of a firm sending second-hand glucose barrels that had been used for tomato ketchup and pickles, back to the glucose factory? You could never put glucose into that class of a barrel, as it was only fit for inedible tallow. In another instance a cooper sold grease barrels to a glucose factory, and after being stopped and the barrels sent back this cooper forwarded another lot of barrels which were all good second-hand glucose barrels, clean and fresh emptied, but he had put a tallow head in each barrel. Now fill one of these barrels with hot glucose and your barrel of glucose, or even syrup, will taste and smell of tallow.

I do not think it was carelessness on the part of the cooper down in the State of Louisiana to put black strap molasses into second-hand barrels that had had Kil-Trick in them (for washing cattle). No wonder the cattle were all sick with arsenical poison. The real trouble in these cases is that there are far too many tramp or pick-up coopers in charge of some of the firms receiving barrels. These men do not know anything about the trade as they never learned it, but were just handy men about the shop. I know a firm that was buying new barrels for lard and pork. Their cooper recommended one firm's barrels, and the heading, being all board oak, the heads fell out, and if they were left outside two days they could not hold cooking oil, as they were leaking at the heads. The cooper that recommended that barrel firm was a handy man, he never served his time at the trade. The regular cooper who had been at the trade 18 years left, and this pick-up got his job.

There is no container made that can beat the wooden barrel, and the new barrel man turning out an A-1 barrel in every respect, it is up to the second-hand barrel man to take no chances with inexperienced coopers in re-handling the barrel when he gets it.

I have been at the trade for twenty-eight years and right now I would like to know how many coopers can make a cheset. I would like to hear from them through the JOURNAL.

WRIGHT MANUFACTURING & EXPORT CO. INCORPORATES

The Wright Manufacturing and Export Co., Jacksonville, Fla., of which company J. McN. Wright is president and treasurer, and C. F. Keep, secretary, has been incorporated with a capital stock of \$10,000. The Wright Manufacturing and Export Co. are manufacturers of tight cooperage of all kinds, oil and tallow shooks for export being their specialty.

ARE MANUFACTURING TIGHT STOCK

Under date of May 17th, E. Krulic, of the new firm of Krulic, Crawford & Co., Glenwood, Ga., advised that they are now manufacturing tight barrel stock. Krulic, Crawford & Co. have a stave and two saw mills located in Wheeler County, at which mills they will manufacture all kinds of tight cooperage stock and all classes of lumber.

CHANGE IN FIRM NAME

Announcement has been made that from May 1st the business of the Clinton Sugar Refining Company, Clinton, Iowa, will be carried on under the name of the Clinton Corn Syrup Refining Company. Change in the name of the company does not involve in any way a change in the ownership or management.

Chicago Reports Cooperage Trade Keeps Moving, Although Handicapped by Transportation Trouble

The general condition of the cooperage trade of the city has not been very satisfactory during the past month on account of the railroad trouble. Added to the shortage of cars, which has been acute for many months, the strike of the switchmen came as a blow which the railroads found themselves unable to weather. The breakdown of transportation, in so far as strictly dead freight is concerned, has been almost complete. Fortunately cooperage, being regarded in the main as intended for the packing of food products, has received much more consideration than other commodities. The movement has therefore been fair, although the many embargoes which the railroads have hung up against various points have interfered with the trade in a most annoying manner. Cars of cooperage have been stalled at connecting points for weeks, and the railroads are in such shape, with respect to their clerical work, that it is impossible for either the consignor or the consignee to get any satisfaction out of them as to where the car is located. Often a change in the market causes the rerouting of a car of cooperage, and then it becomes necessary to know at once where it is located. The routine of the industry has been seriously disturbed as a result of the railroad trouble, and many months must pass before things can even approach normal, so far as transportation is concerned.

Little Change in Stock Price Market

Cooperage prices in the local market have not seen much change during the past month, but of late a little weakness has appeared in certain branches of the market, due to a lack of demand. One can see how this happens. Packers of various commodities in barrels find themselves unable to make shipments of their goods, and naturally slow down on the manufacturing end. Some of them have closed down their plants entirely, either through fear of over-producing or because the railroads have been unable to bring them the raw materials they need. The packers are not operating at anything like their capacity. The various firms have laid off a great many men, and are working others only part of the time. The railroad strike is responsible for this, in the main, but the more deep-seated cause is a gradual but certain shrinkage of the demand for meat and meat products. The demand for export, of course, is nothing compared with what it was during the war, and the foreign exchange situation makes it difficult to do business on the other side. American prices seem something enormous when translated into terms of the pound, the franc, the mark and the lira. The demand for cooperage from the packing houses, therefore, has not been heavy during the past month. The barrel-making plants of the various packers are fairly well stocked up, if business continues at present, but if the packers become more rushed, every stave could be used in a very short time. The consumption of cooperage by the packers, when they are going right, is something enormous.

Transportation Troubles Bad and Far-Reaching in Effect

The nine large cooperage factories of this city have all been working at near capacity for the past month. They report current business a little less brisk, but they have back orders to keep them going. It is their hope that business will have revived a little by the time they get even with the board once more. The railroad strike has been a bad thing in more ways than one for the cooperage industry. It has hit the manufacturers, the coopers and the customers of the coopers. So far as Chicago is concerned it is as if something had grasped the throat of the city, shutting off both blood and air from the heart. With rare exceptions, merchandise can move neither in nor out of the city. Railroads drop cars intended for Chicago consignees not on the team tracks, all carefully numbered and supervised, as in normal times, but any old place for twenty miles from the downtown district. Then it is up to the customer to come out and get his staves, heading or hoops with a motor truck. The Chicago belt lines are able to handle milk, coal and live stock shipments, but after they have given attention to these things they are through for the day, or for the night, as the case may be. The regular switchmen are out on strike, and the substitutes are young men taken from the offices of the railroads. They are pinch hitters, so to speak, and according to the irate customers of the railroads, their hating average has not been very heavy thus far. Instead of going back to work, as the

railroads reported the switchmen to be doing, they have been getting jobs in factories. They declare they will not return unless their demands are granted in full. The railroads declare they are unable to grant even a part of the demands unless their rates are raised, and the whole matter is up before the United States Railroad Board. This august body is doing nothing practical to help out the serious situation and right now the hopes of the shippers are pinned to the Interstate Commerce Commission, which is undertaking, at the behest of the American Railway Association, the distribution of cars on a plan similar to the one which was worked out by the United States Railroad Administration in the days of the war. It is believed that some good may come out of the work of this body.

Apple Crop Promises Well—Demand for Stock Satisfactory

The inquiry for apple barrel stock has been very satisfactory, according to local slack cooperage firms. The movement of the entire crop is somewhat threatened by the shortage of cars and the railroad strike. By the time apples are ready to move, however, it is hoped that the situation will be improved and the apple shippers, with their characteristic optimism, are going ahead in the placing of their orders. The apple crop promises very well in most districts. No early frosts have injured the crop, and it should be very large, under ordinary circumstances, as the critical period, while the fruit is in blossom, is rapidly passing.

Good Export Flour Demand

There has been some demand for flour barrel stock, but the millers of the Northwest have been hampered in their operations on account of the shortage of grain, due, once again, to the lack of cars to haul it in from the elevators where it is stored. The price of flour has been inclined to fluctuate. There is a good export demand, but millers are not inclined to accept foreign orders, owing to the uncertainties of the seaboard dockage situation, chiefly labor, and also because of the foreign exchange.

What Danish Butter Did to the Home Market

Chicago packers got into a bad mix-up in Denmark recently, and had to accept a lot of Danish butter in payment for meat, because of the exchange situation, and a misunderstanding with customers as to what they should pay. The packers turned the butter loose on both the New York and Chicago markets and it didn't do a thing to prices for a couple of weeks.

The Lime, Cement and Glass Barrel Demand

The demand for slack barrels for lime was good earlier in the spring, but it has fallen away somewhat, due to the let-down in building operations. The cost of building has become so high as to be almost prohibitive, and many projects which were planned have been abandoned until times are more favorable. On the other hand, the housing situation is so serious in the larger cities that homes are being erected in spite of the cost, and there is a certain demand for barrels for building materials—lime and cement. The glass manufacturers, who ship very largely in barrels, are not taking quite so many, on account of the fact that they are unable to make shipment of their goods. The lighting glass trade, up to this last month, was very brisk. The large hanging bowls are becoming very popular for home use, even in the rural districts, where it is now possible to use them, because electricity is replacing the unsatisfactory and dangerous natural gas for lighting purposes.

Chicago a Favorite Point with the Embargo Hoodoo

Cooperage manufacturers and their representatives in this market are not very optimistic about production in the South. The season has been very wet, they declare, and the farmers, already behind on their crops, have been giving very close attention to this latter work, to the neglect of timber operations benefiting the cooperage industry. The mills have not been very anxious to work steady, because it is out of the question to get enough cars from the railroads to take care of a good mill running at capacity. The cooperage men complain, too, that when a car of staves, for example, has been loaded and locked up ready for handling, the railroads have discovered an embargo against the point for which it is intended. Chicago, it seems, has been a favorite place against which to have embargoes, and it has made it difficult to get goods started for the city.

Once started, however, shipments generally come through in pretty good time. It is a fact that the strike's effects are more felt in the East than they are in the West. West of the Mississippi there is not a great deal of trouble, comparatively speaking, but as one comes east conditions get more tight.

Good Demand in Tight Barrel Lines

Tight barrel cooperage firms of the city report a good demand, the barrels being intended for straight industrial uses, for the most part. The demand for oil barrels and oil barrel stock is very heavy. The condiment trade is getting ready to pickle a big crop, and is making inquiries on barrels. The average tight barrel manufacturer here is busier now than he ever was in the days when the whiskey business was considered the backbone of the trade.

One-Time Whiskey Barrel Cooper Fully Contented With Present Lot

The whiskey barrels now are all being used as rain barrels, which breed hilarious mosquitoes, intoxicated from the polygod stage by the stale fumes of barley-corn which permeate the wood. In all Chicago, seriously speaking, it would be hard to find a tight cooper, or a whiskey cooper, as they used to be called, who will not say he is glad it has changed. He is making as much or more money than he ever made in his life, and he is producing a container for something which is good and useful to his fellow-men.

What Happens When the Price Question Overreaches Itself

According to buyers for local cooperage firms, there is not quite so much competition for lumber out in the big timber as there was a few months ago. The furniture manufacturers, especially, have pulled in their horns. It is said that the manufacturers boosted their prices until retailers had to put their figures so high that nobody would buy the furniture. Then came cancellations. Five buyers in New York cancelled two million dollars worth of furniture orders recently. The let-down in the building industry has checked the call for building lumber, so that conditions are a little less frantic than they were.

Personal Notes of the Chicago Trade

James Donaldson, of the Vail Cooperage Co., Fort Wayne, Ind., was one of the visitors in Chicago during the month.

B. C. Sheahan, of the B. C. Sheahan Co., continued on a business trip through the South after attending the convention at St. Louis.

George Blei, of the Hollingshead & Blei Co., attended the St. Louis convention and stayed over in the city for a few days to transact business.

D. C. Bennett, former manufacturer of tight heading in Arkansas, was in the city during the month. Mr. Bennett has been on the Pacific Coast in recent years.

George I. Nervig, of the J. C. Penoyer Co., went to the St. Louis convention and was the only one there with enough pull to get himself paged at the banquet. A very good-looking young woman did the paging, handed Mr. Nervig a fake telegram, and received a liberal tip.

M. Taaffe, of E. Henning, Inc., was among the Chicago men who took time out for the St. Louis convention. No convention of the cooperage industry would be complete without a show of those exquisite whiskers and specially ground lenses which are Mr. Taaffe's personal joy and the admiration of all his friends.

The Chicago delegation to the St. Louis convention included a large percentage of the notables of the local cooperage industry. Some of them continued on trips through the Southwest, looking after business of one kind or another, but the majority of them returned to Chicago as fast as possible after the close of the convention.

The J. C. Penoyer Co., dealers in tight cooperage stock, have completed the removal from 226 S. La Salle Street to the Hartford Building, at 8 S. Dearborn Street. The new location is much more central, being in fact only a block from the corner of State and Madison Street, well known as the "lasiest corner" in the world.

MORRIS WALSH SONS PURCHASE NEW PLANT

The Morris Walsh Sons Company, Pittsburgh, Pa., has purchased the old Macbeth-Evans Glass Company buildings at Eighth and Sarah Streets, South Side, as a site for manufacturing barrels and kegs. The new building, when remodeled and equipped, will give the company a total floor space of 62,400 feet. The company, according to its president, T. A. Walsh, will increase its capacity 50 per cent. The Morris Walsh Sons Company manufactures barrels of all varieties and descriptions.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

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CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISER

Associated Cooperage Co., Inc., New York.

A-P-P-L-E B-A-R-R-E-L-S.

A-P-P-L-E B-A-R-R-E-L S-T-O-C-K.

Don't miss the JOURNAL'S Annual July Apple Number.

The apple trade will use all the barrels the coopers can get the stock to make.

If you are in position to handle orders for apple barrel stock let the apple barrel trade know it through the JOURNAL'S July Apple Number.

According to our New Orleans correspondence, the Louisiana cooperage stock manufacturers have all the recorded troubles of other sections—and then some.

The Seventh Annual Foreign Trade Council Convention held at San Francisco, Cal., May 12-15, went down in history as the largest meeting of foreign trade experts ever held. 2,015 delegates from nineteen countries were registered.

The fifth annual convention of The Associated Cooperage Industries of America, held at St. Louis, Mo., May 3rd, 4th and 5th, surpassed the anticipation of even the most enthusiastic and optimistic. It was a great meeting.

With boxes and crates just short of bringing their weight in gold, shippers are not inclined to quibble over barrel prices, but are more likely to give fervent thanks that they can get barrels on any terms. Such is the report that comes from down-southways.

According to report, the Southern Hardwood Traffic Association has been doing yeoman duty so far as routing shipments is concerned, and as a number of cooperage manufacturers are members of the Southern Hardwood Traffic Association, they have profited accordingly.

The keen satisfaction which was being manifested by shippers far and wide over the ability of the Port of Philadelphia to handle shipping in the face of New York's tie-up, was short-lived, as the harbor strike in New York has spread to Philadelphia, and just as we are going to press, 3,500 men are out and shipping is at a standstill.

In this issue of the JOURNAL "Experienced Cooper" has an interesting article on the second-hand barrel trade which will reward reading. In his article "Ex-

perienced Cooper" voices the truth that like the makers of new packages, the second-hand barrel dealers who put out their packages in first-class condition are destined to secure repeat orders, and thus remain in business, while those who do not supply their trade with as perfect a conditioned second-hand barrel as possible, are bound to be short-lived. Incidentally, "Experienced Cooper" is seeking to ascertain how many coopers can make a cheset. Come on, now, boys, speak right up.

The retirement of Mr. Max Lowy as chairman of the Membership Committee of The Associated Cooperage Industries of America means more to the Association and the trade generally than can be fully estimated. Mr. Lowy is entitled to rest from his labors on behalf of the Association, as he has done a splendid work in the matter of securing members, but the real loss and sincere regret lies in the knowledge that the question of health and approaching absence from the country is the cause of Mr. Lowy's retirement. That all his many friends hope the rest he is planning to take will work every possible good to him, we believe Mr. Lowy well knows.

"Yes, we are having the same trouble as are other manufacturers—strikes, high water, under-production, embargoes, etc.—but we are both holding and increasing our business, and that's our chief concern at all times. Of course, our continuous advertising policy assures us this business protection, and it is needless to say that we would think we had ceased to think at all were we to let this business policy lapse even for a month." This is not the wisdom of a Solomon—just an expression of a 100 per cent. modern American business man which accompanied a renewal of a JOURNAL advertising contract. What is your "chief concern at all times," touching your business, Mr. Reader?

True to form, clear-visioned and sanely alert as always, Carl F. Meyer, newly-elected President of The Associated Cooperage Industries of America, put his hand to the Association plow, so to speak, in a characteristic manner, first by congratulations on the work so far accomplished by the Association body, and secondly, by the clarion call, contained in his opening address, for more concerted and greater effort on the part of all during the coming year, wherein he said "Gentlemen, I cannot impress upon you too strongly the fact that there are strenuous times ahead of us, and we must pull together and lend every possible aid to the officers and secretary of your organization, and you in return will receive the benefits from same."

Says a leader in the second-hand barrel trade, "There is no container made that can beat the wooden barrel, and with the new barrel man turning out an A-1 barrel in every respect, it is up to the second-hand barrel man to take no chances with inexperienced coopers in re-handling the barrel when he gets it." Here speaks the co-operative trade spirit that will mean much to the wooden barrel industry from now on. The Association's trade slogan, "One for All, and All for One," rightly interpreted means the wooden barrel as the "one," and every member of the cooperage industry—no matter in what line engaged—as the "all." The wooden barrel is the one and only support of the cooperage industry, and every member of the trade is looking only to his own best business interests when he gives the most careful, untiring and unstinting attention to the welfare of the wooden barrel at all times.

CROP CONDITIONS ARE PROMISING AND THERE WILL BE A GOOD DEMAND FOR BARRELS, PROVIDING TRANSPORTATION CONDITIONS IMPROVE, SAYS C. M. VAN AKEN

There have been rather strenuous times in the cooperage business during the past month; particularly as applied to Eastern business. The railroads have been tied up about as tight as they were any time during the war and we have had no central body representing the roads, to which we could tell our troubles and from whom we might possibly secure permits which would enable the shipment of certain badly needed cars. The situation has improved a little and a few cars are allowed to come forward now. This helps somewhat because it lets the consumer know that at some future time he is going to receive the car that is en route, in spite of the fact that he can form no idea as to just when that will be. Some cars that left the mill a couple of months ago—destined to New York and vicinity—have not as yet turned up nor are we able to locate them. Some of the barrel manufacturers in this section are running pretty short of stock and unless some of the cars which are en route arrive before very long, the situation will be serious.

As a result of the curtailing in the shipping of material some mills have been accumulating more or less stock; other mills have been shipping material to sections that have not been affected by railroad troubles and have no surplus stock on hand at all, so that the railroad tie-up in the East has not affected cooperage prices to any extent. Stave prices are as firm as they were a month ago and heading prices seem to be a little higher than they were a month ago, while in the coiled hoop end of the business there has been a decided upward tendency in the price. This change in the hoop market is due very largely to a feeling on the part of the larger hoop manufacturers that because many of the wire hoop mills are unable to take on additional business for the next three or four months, the barrel manufacturers must turn to coiled elm hoops and have them in spite of any price that may be asked, and the mills do not seem to be at all bashful about asking a good round price.

It is quite evident that the production of cooperage is not exceeding the demand, because while the barrel makers in certain sections of the country may be more or less comfortable as regards their immediate requirements, there are enough people at points where the embargoes have existed to take all of the stock that the mills may have on hand just as soon as a way can be found to ship it.

Crop conditions in the East are promising and while there may be more or less of a curtailing in the demand for barrels, due to high prices of this kind of a package, still there will, without a doubt, be a good demand for barrels for fruit and produce, and it is reasonable to expect a good cooperage business in this section, if the railroads get in such shape that the material can be brought through.

DEMAND FOR APPLE BARREL STOCK IS CONSIDERABLE, SAYS JAMES INNES

There is considerable demand now for apple barrel stock, but the high prices are frightening the coopers, and they are holding off, expecting a reduction, which we are afraid will not materialize to any great extent. There may be a slackening off in the price of hoops, and even a little reduction in the price of staves and heading, but with labor in the condition it is, and the high cost of the necessary supplies, prices are not likely to go down very much for the present.

The general demand for cooperage stock is a little better than usual at this time of the year. Stocks at the mills are light, and production is certainly away below par. The season in Canada is very late, very little stock of this year's manufacture being yet on the market. Stocks at the mills in Canada are fairly good, but a great deal of the timber that formerly went into the manufacture of cooperage stock is now going into veneer and lumber, so that the production of cooperage stock is likely to be lighter from year to year.

The demand for export is just about normal. Freight rates are easing off somewhat, and with a reduction in freights, exports will be increased considerably. Manufacturers at the present time are expending every effort to increase production, but with very indifferent success on account of the lack of co-operation on the part of employees. Until the labor situation improves, we cannot look for any cheaper cooperage stock.

STOCK MANUFACTURERS WHO CAN SHIP AND THOSE WHO HAVE CONTINUOUS TIMBER SUPPLY ARE FORTUNATE THESE DAYS, SAYS WALTER C. HARTMAN

The cooperage stock market in general was very active. The volume of business consists principally of current orders placed with people who can ship and by concerns who are not receiving their stock on contracts or are in the market for material to be used at once. The contracting for future delivery seems to be more or less limited to the fruit trade, although a great many buyers in the truck and fruit barrel business are still waiting for lower prices. In some instances, substitute packages will be used on account of the high price of stock and the trouble in getting it. As a rule, however, the wooden barrel is preferred and we believe that in such exceptional instances where substitutes are introduced, that when packages are again required, the barrel will be demanded. Our idea is that the substitution will be only temporary.

The latest reports from the Southwest still refer to unfavorable weather. The writer has just returned from a run through the Central States, where rain has been so continuous that even the main highways are almost impassable. Under such conditions neither a temporary nor permanent strengthening of the markets is inevitable. Nowadays the man who can actually ship gets the business and the manufacturers who have a continuous timber supply are most fortunate.

J. C. PENNOYER COMPANY HAS NEW CHICAGO HEADQUARTERS

On May first the Chicago headquarters of J. C. Pennoyer Company was removed from 226 South La Salle Street to the Hartford Building, 8 South Dearborn Street, at which new address all business friends of the company visiting Chicago will find a warm and hearty welcome, and where they can leave their orders for any kind of cooperage stock, tight or slack, or get first-hand and efficient information on machinery equipment for slack cooperage stock manufacture. A general invitation is extended by the J. C. Pennoyer Co. to all members of the trade visiting Chicago to look them up and consider their new office their headquarters while in the Windy City.

MR. JOHN HEYD NO LONGER CONNECTED WITH SOUTHERN COOPERAGE CO.

Under date of May 19th Mr. Chris Reuter, president of the Southern Cooperage Company, New Orleans, La., advised the JOURNAL and wishes to announce to the trade that Mr. John Heyd is no longer connected with the company. Mr. Heyd became manager of the Southern Cooperage Co. upon the death of Mr. Raoul Viosca some little time ago. President Reuter announces that all future business of the Southern Cooperage Company will be transacted through the company's offices at 3134-3160 Chartres Street, to which address all correspondence should be sent.

CANNOT DO BUSINESS WITHOUT THE JOURNAL

BOLEY BROTHERS, OKLAHOMA CITY, OKLA.—We send check to renew our subscription to the JOURNAL. Keep it coming, as we cannot do business without the JOURNAL. Right now we are having some trouble in getting material on account of car shortage. We are also short of coopers, but business is good in oils and slacks and there is also a good demand for kegs with prices fair on all lines.

WANTS A COOPERAGE PLANT

Any who are interested in locating a cooperage factory are asked to write Robert H. Woods, secretary of the Giles County Board of Trade, Pearisburg, Va.

SOUTHWESTERN MILLERS' LEAGUE WILL INSPECT PHILADELPHIA, PA.

Definite dates for the visit of the export committee of Southwestern millers to Philadelphia to study the port facilities of that market for handling flour, have not yet been fixed at the time of our going to press with the June JOURNAL. E. V. Hoffman, chairman of the committee, however, advises that the members expect to be in Philadelphia before the end of May. It is anticipated this committee, composed of members of the Southwestern Millers' League will be joined by a committee from the Millers' National Federation, the national organization of flour manufacturers.

Members of the Southwestern Millers' League committee who will visit Philadelphia include, besides Mr. Hoffman, who is vice-president of the Kansas Flour Mills Co., a \$10,000,000 corporation, the following: Frank Kell, Wichita Falls, Tex., vice-president of the Southwestern Millers' League, and president of the Wichita Falls Mill and Elevator Co.; C. M. Jackman, president of the Kansas Milling Co., Wichita; Theodore F. Ismert, president of the Ismert-Hincke Milling Co., Kansas City and Topeka; Colonel Gilbert O. Humphrey, one of the owners of the El Reno Mill and Elevator Co., El Reno, Okla.; T. C. Thatcher, general manager of the Oklahoma City Mill and Elevator Co., Oklahoma City, and R. W. Lighthurn, Jr., export flour agent of Kansas City, for whom the United States shipping board recently named one of its new vessels in recognition of his service to the country in developing export trade in flour.

Optimism over the outlook for flour export business has recently increased on account of great improvement in condition of the winter wheat crop. This is stimulating members of the Southwestern Millers' League in their efforts to obtain permanent and adequate facilities for handling export shipments of flour.

PHILADELPHIA PORT CROWDED WITH SEA-GOING VESSELS

Philadelphia is doing its utmost to serve the shipping interests of the country now that the port of New York is virtually paralyzed by strikes and freight congestion. On May 25th the largest merchant fleet ever in Philadelphia's port was at anchor in the Delaware—141 steamships and twelve schooners, having a total carrying capacity of 1,276,420 tons.

Louisville Reports of Good Work Done by Traffic Association in Transportation Difficulties

The traffic situation has been by far the most bothersome thing that the cooperage trade has been forced to contend with during the past few weeks. Due to the switchmen's strike it has been practically impossible to reach many sections of the North and East, the deliveries into New Jersey, New York and the New England States being especially hard to make. Traffic experts have no sooner found a routing and started movements before the general shippers would get wise and shoot so much stuff through that the route would become congested and embargoed.

Some Stave and Heading Mills Are Running Full Capacity

The traffic situation has resulted in considerable congestion in many points of the South, although there has been no real strike troubles south of the Ohio River. However, being unable to ship freely has reduced production of the barrel plants materially. Stave and heading mills have been running full on both tight and slack stock, as there is a ready market for production, which continues light, due to heavy rains and high water throughout the lower Mississippi River Valley. Stocks are generally light and demand heavy at good prices.

A number of companies with mills in the far South have not, however, been able to turn a wheel of late due to high water making logging impossible. One mill company recently reported that its mill and yard was the only point out of water in a six mile diameter in lower Mississippi. J. N. White, of the Louisville Cooperage Company, reported that his mills in the Delta district of Louisiana were completely down and would not be able to resume before June 1 at best.

No High Water Trouble in Eastern Kentucky

The eastern Kentucky stave and heading operations of the Louisville Cooperage Co. have been making headway, as there has not been any water trouble in the eastern Kentucky mountains, and labor is in very fair supply as a whole. The company has a good stock of material on its local yards, and its only worry is over outbound movements of finished containers. Production of the plant has been reduced to about two-thirds full operations. The keg department is especially busy, as keg demand is picking up steadily.

One Way Association Membership Pays

Operations were only curtailed a very short time at the plant of the Chess & Wymond Co., which was shut down for a few hours as a result of embargoes, but which started operations again and has been going at a good clip. The company has been making very fair shipments, largely due to being members of the Southern Hardwood Traffic Association, and enabled to secure excellent information relative to routings. Operations at its Southern stave and heading mills have been light for some time past due to water.

During the past month there has been much difficulty in reaching numerous points in the North and East due to embargoes, and in getting cars in which to make shipment. The Louisville & Nashville R. R. has been refusing to supply cars for movement off of its lines in many instances, this resulting in much trucking around Louisville and points on two railroads, in order to secure movement.

The Southern Hardwood Traffic Association, however, has been getting into almost all districts as a result of careful routing. A. A. Egle, of the office at Louisville, recently reported that he was reaching Chicago over the Pennsylvania and Big Four; and also beyond for practically all deliveries; New York City over the Big Four and New York Central; Brooklyn and Long Island over the B. & O. and Long Island; New England States, B. & O. Grand Trunk, National Dispatch and Great Eastern; Cleveland, Buffalo and Youngstown over the Erie; Detroit, over the Detroit, Toledo & Ironton; and with permits over the Pere Marquette, Pittsburgh and Philadelphia, B. & O., and Pennsylvania; Indianapolis over Pennsylvania; St. Louis over Southern, St. Louis and Cincinnati have been hard to reach, due to yard congestion principally. Louisville has been more congested in the past ten days or two weeks, due to heavy routings through the gateway, which have been forced by embargoes at Cincinnati.

The Price of Corn and the Distilling Prospects

Although there has been a lot of talk concerning renewal of operations at some of the distillery plants to insure aged whiskey in the years to come, for medicinal use, corn today is so high that there has not been much actual production. It is reported that the Taylor distillery at Frankfort is running in a limited way.

What Whiskey Barrels Would Cost Today

Whiskey cooperage today is hardly to be found anywhere, as high grade oak is high and scarce, and the stave mills are cutting principally oil stock. White oak barrels of the ten hoop variety such as used before the war, would today cost about \$9, as against \$3.25 and up, ten years ago. Gum barrels with six hoops are now costing around \$4, red oak barrels \$4.25 and up, and white oak barrels \$4.60 and \$4.75 for ordinary six-hoop oil stock barrels. Each extra set of hoops will cost around twenty cents a pair. Three-quarter whiskey grade cooperage is about the best that is being produced today.

Better Business in Flour Barrel Lines

Flour barrel business has been a bit dull all spring, but the mills have been running on better time for the past two or three weeks, and the J. D. Hollingshead Co., is reporting better business. There is also some improvement in produce barrels, as some early stuff is now being shipped north.

Cooperage Man Appointed Member of Kentucky Board of Athletic Control

Frank B. Russell, for many years prominent in the stave and heading game, and more recently an oil king of the Kentucky fields, has been appointed a member of the new State Board of Athletic Control, which will have charge of boxing contests under the new twelve-round, no-decision boxing law, effective about June 16, as enacted at the spring session of the Legislature. This will be the first legalized boxing in Kentucky for twenty years, and is made possible by the change of public opinion as a result of elimination of the old barroom crowd, and boxing as practiced in military training. Mr. Russell is one of three members of board, others being very prominent men, including Charles Grainger, former Mayor of Louisville, and a prominent business man and sportsman, and Tom Floyd Smith, brother of Mayor Smith and three times president of the Board of Trade, also president of the million dollar Louisville Paper Co.

Will Manufacture Staves and Heading

Announcement has recently been made at Whitesburg, Ky., of an important hardwood and cooperage deal in which LaFont & Framer, operating a mill on Big Creek, near Typo, have purchased 18,000 acres of hardwood on Owens Branch of the Trace Fork, of Lott's Creek, on an important new branch of the L. & N. Railroad, from Robert C. Ream, of Philadelphia. It is planned to manufacture cooperage material at the start, and later install more mills and produce lumber as well as staves and heading. The boundary lies over the Knott and Perry County lines.

Cooperage Company Increases Capital Stock

Amended articles of incorporation have recently been filed by the Smith Cooperage Co., of Louisville, increasing its capital stock from \$25,000 to \$50,000, the amendment being signed by E. O. Smith, Lena E. Smith and Alexander Noe. The company a few weeks ago purchased the old J. B. Speed cooperage plant, and consolidated the two plants in the Speed plant, and now has one of the smoothest operating slack mills in the middle South.

Are Using Slack Barrels

The Kentucky Color and Chemical Co. has started operations in its new plant at Louisville, and is using slack barrels in packing paint colors for shipment.

Why Not Wooden Barrels

W. A. Thomson, of the Thomson Mill and Elevator Company, is in the market for steel or other evaporation-proof barrels for marketing a gasoline substitute.

A new stave and heading plant has been installed at Foley, Ala., by Pilgrim & Lander.

A barrel factory will be erected at Bentonville, Ark., by H. I. Groun and W. T. Mitchell.

J. O. and B. A. Shaver are named as the incorporators of the new Bastrop Stave Company, Arkadelphia, Ark., the capital stock of which company is \$25,000.

Considerable timber has been purchased near Trenton, Tenn., by Messrs. Hammond & Branson, who are installing a mill at that place for manufacturing the same into staves and heading.

The Beeson Stave Co., late of Horatio, Ark., and recently removed to Little Rock, Ark., with offices in the Moore & Turner Bldg., has changed the name of the firm. The company will now be known as the Beeson-Moore Stave Company.

The Associated Cooperage Industries of America

IN FIFTH ANNUAL SESSION AT ST. LOUIS, MAY 3rd, 4th and 5th



NEWLY-ELECTED PRESIDENT CARL F. MEYER, ST. LOUIS, MO.

The fifth annual convention of The Associated Cooperage Industries of America, which was held at the Planters' Hotel in St. Louis, Mo., on May 3d, 4th and 5th, was in many respects the most successful and constructive gathering in the history of the organization. The attendance was perhaps the most remarkable feature. Exactly four hundred and twenty were present. Mill inspection rules were adopted at the general session which, when put into force, will compel the production of nothing but first-class cooperage stocks. The rules are expected to prevent had stock from reaching the hands of the cooper, and thus result in the manufacture of barrels which will be a credit to the industry. This means more satisfied customers, less trouble with the railroads on claims for breakage, and will be a powerful assistance to the national advertising campaign to further the use of the wooden barrel, which campaign is being conducted by the Association. The sessions of the various groups were well attended, and the important general session, held on the last day of the convention, saw more members present than ever before came together in a single meeting of The Associated Cooperage Industries of America.

Everybody Happy and Everybody Specially Looked After

The splendid attendance caused the blue and gold badge of the Association to be about the most conspicuous thing to be seen in the lobby of the Planters' Hotel, and on the streets of St. Louis. Everybody in downtown St. Louis knew that the barrel men were there for their annual convalesce, and the St. Louis newspapers gave more space to the meeting than ever before. The St. Louis cooperage trade, in charge of the entertainment, surpassed by many leagues the high mark of the previous year, when the roof was nearly blown off the American Annex Hotel. The banquet was an elaborate proposition. No taste went unconsidered when it came to the entertainment part of the program, and at the finish the surfeited member from New York was as loud in his praise as the weatherbeaten brother from the back hills of Arkansas. The management of the Planters' Hotel extended itself to make everybody happy, and got a vote of thanks from the general session at the close of the regular business program.

Some Big Business Done at St. Louis

The cooperage stock men who came to St. Louis to do business did not go away empty-handed. Some big deals were pulled in the lobby of the Planters, and it was impossible to peer around a potted palm in the highways

of the big hostelry without coming unexpectedly upon a pair in earnest conversation, bearing upon some still bigger deal. The transportation problem did not occupy such a large place in the discussions, formal and informal, as might be expected. Cooperage men are getting hard-boiled to such things. If they cannot get enough cars to move stock, that is the end of the matter. Such seemed to be the general view. The interest of the convention seemed concentrated in improving the quality of cooperage stock and barrels, and in pushing business in new fields, not to mention the reclamation of business which has been lost in old fields, due to the invasion of substitute containers. There was much talk about advertising and the expansion of trade. While now and then somebody had something to say about selling stumpage as lumber, and making more money than by sending it into barrel manufacturing channels, the general opinion seemed to be that this is only a temporary condition, which will vanish overnight when the present keen competition for lumber dies down.

Carl F. Meyer, New President-Elect

Carl F. Meyer, of the St. Louis Cooperage Co., St. Louis, Mo., was elected president for the coming year and V. W. Kraft, of St. Louis, was re-elected secretary. E. H. Defelaugh, of Chicago, was re-elected treasurer; O. T. Steudle, of the Mill Shoals Cooperage Co., St. Louis, was elected vice-president and chairman of the Slack Stave, Heading and Hoop Group. E. C. Morrison, of Mound City, Ill., and C. L. Harrison, of the Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo., were elected to serve with Mr. Steudle on the executive committee, representing the group. The Tight Stave and Heading Group elected Henry Wrape, of the Henry Wrape Co., St. Louis, Mo., to serve as vice-president and chairman of the group for the coming year. With him were elected W. K. Knox, of the Lucas E. Moore Stave Co., New Orleans and New York City, and W. T. McGlone, Morehead, Ky., to serve on the executive committee as representatives of the group. The Coopers' Group elected C. C. Berry, of the Cleveland Cooperage Co., Cleveland, Ohio, vice-president and chairman, and H. P. Krallman, of the Pioneer Cooperage Co., St. Louis, and W. O. Johnson, of the T. Johnson Company, Chicago, members of the executive committee.

Many Were on Hand Early

The program on Monday, May 3d, was limited to a meeting of the executive committee, at which Mr. Meyer was elected president, in accordance with the constitution and by-laws governing that matter. The balance of the day was devoted to registration, which was conducted on the mezzanine floor of the hotel. A large banner announcing the convention was displayed over the main staircase, and as fast as the cooperage men arrived they were escorted to the registration desk. The first day's registration was very heavy, forecasting the record attendance which developed. Many of the cooperage men had appointments, and transacted personal business during the afternoon and evening of the first day.

SLACK STOCK GROUP

Fred Grismore, of the Grismore-Hyman Co., Memphis, opened the meeting of the Slack Cooperage Stock Group, announcing that the first order of business would be the election of a new vice-president to succeed himself. O. T. Steudle was elected, and although he at first declined the honor, whispered counsel of his friends prevailed, and he assumed the chair, to the apparent relief of Mr. Grismore, who seemed fearful of having to carry the responsibilities for another year. Secretary V. W. Kraft, who had the unique assignment of attending two meetings at once, the Tight Stock Group being in session at the same time as the Slack Group, managed to be present at the opening of the slack session.

Barrel Advertising Campaign Is Showing Results

Secretary Kraft talked on trade extension, and, more particularly, of the results which have been obtained through the national advertising campaign sanctioned at the convention of the Association a year ago. He



RE-ELECTED SECRETARY V. W. KRAFT, ST. LOUIS, MO.

analyzed the inquiries which have been received as a result of advertisements boosting the wooden package, which have appeared in home magazines of national circulation. Exactly 150 inquiries have been received to date, according to Secretary Kraft. Thirty of these were from present and prospective users of cooperage. The others were more general in their character, being chiefly requests from various parties for information on the proper packing of food products. The inquiries come from all over the country. Members of women's clubs are showing an interest in the sanitary feature, and it is through them that the advertising is expected to exert a pull on the part of retail grocers to induce manufacturers to pack in wood. Secretary Kraft said that the push for business is being exerted by the manufacturers of stock and the coopers, in the normal course of trade to sell the product, but the pull, which can be brought about by packers of merchandise, jobbers, retailers and consumers, will join with the push and result in more business and easier sales for everybody.

Every Member Should Do His Share

"I want to say that there is a large number of members of this group who have not contributed toward the support of this campaign," said Mr. Kraft, "although every member participates in the benefits. The cost is comparatively small, and every member should do his share. Those who have subscribed are going to continue the three-year campaign. The scope of the campaign is entirely measured by the amount of money we get. Every dollar contributed helps that much more, and I think when we get it to a certain point, every dollar will mean much more business. The foundation is now being laid. The results secured by an additional outlay will be much more noticeable and it will be worth while in every way. It will pay you each month to get either one or all of the publications in which the publicity is being conducted. They are 'The Designer,' 'The Delineator,' 'The Woman's Magazine' and 'Good Housekeeping.' The advertisement appears each month, with a different story each time."

Service—and the Wooden Barrel

Murray Springer, of Crosby-Chicago, an advertising agency, which is handling the publicity, was then called upon by the chair for a few remarks on the campaign. Mr. Springer said that when he talked a year previous, all he could talk about was the future, as no advertising had yet been started. Now he came before the cooperage men with some degree of experience. He said that the average person, not familiar with adver-



THE BODY OF COOPERAGE MEN ASSEMBLED AT BANQUET THAT MADE THE FIFTH ANNUAL CONVENTION THE LARGEST ASSOCIATION MEETING EVER HELD.

tising and its results, would be amazed if he could learn to what extent the advertisements on the wooden package had been read and absorbed by the public. He said that the barrel is a very difficult object to advertise—difficult to make interesting, indeed, to the average person. With the average person a barrel is a barrel, and there the story ends. He told how the experts at his agency had searched with great care for the key, and how they finally discovered that it is "service." The campaign, therefore, is devoted to telling of the service of the wooden package.

"We studied cooperage closely," he said, "and we learned that one thing that distinguished barrels is their ability to keep all the good in and all the bad out. We have compiled an astonishing array of things that can happen to food from the time it leaves the plant where it is packed until it reaches the hands of the consumer."

Foodstuffs and its Need of Careful Packing

Mr. Springer read from a booklet which the agency is preparing, in connection with the campaign. The booklet he had was in dummy form, but it is expected that it will be ready for distribution soon. The story was not a pretty one, but any person reading the booklet is likely to prefer food shipped in barrels thereafter. In the campaign the barrel is also being boosted from the standpoint of its stability. The breakage is not so great as in less durable containers, and eventually this results in a lower price for the articles shipped in wood. He then told how the first year had been devoted to expending a very limited sum of money, and how it had resulted in a feeling out of the various lines of appeal.

"We know now absolutely where we stand on cooperage," said Mr. Springer, "and we know that it can be put over big."

The whole three-year campaign is mapped out, and it is going to proceed with determination and finality to its conclusion. However, more funds are needed, if the benefits of the campaign are to be realized to the fullest extent. When he is able to show that the cooperage industry is expending an impressive sum on the campaign, Mr. Springer pointed out, it will be possible for him to go to the steel industry and other industries, and get their backing, financial and otherwise, in putting over the campaign. Upon the conclusion of his remarks Mr. Springer answered a number of questions. The session then adjourned.

TIGHT STAVE AND HEADING GROUP

Meanwhile, at the other end of the hall on the mezzanine floor, "Billy" Knox, of New York City, was calling the Tight Stave and Heading Group to order. Henry Wrape, of St. Louis, was elected vice-president for the coming year. The tight group session had an even better attendance than the slack pow-wow. Mr. Wrape took the chair, following his election, and made a brief address, expressing appreciation at the honor conferred upon him. W. T. McGlone, of Morehead, Ky., was elected to the executive committee, to serve with Mr. Knox.

There was much discussion at the start of the session on the action of the tight stave men taken at the Memphis meeting on March 17th, which was the adop-

tion of 1,000 sets of 34-inch by 36-inch joined staves as a standard carload in the absence of any specific quantities being mentioned in contract of sale or purchase. It became apparent that there was a strong movement for the reconsideration of this action, as it has not worked out satisfactorily. Ed. Hamilton, of the Wynne Stave Company, Wynne, Ark., made a motion which was seconded by N. W. Calcutt, of the N. W. Calcutt Co., to reconsider. This was adopted. Then a motion was made by Mr. Hamilton and seconded by Mr. Calcutt to put the matter on the table. Both motions were carried. The report of F. T. Smith, reporting for a special committee on dog heading, was read but failed in being adopted.

The Matter of Stock Trade-Mark

After considerable debate on the matter of a trade-mark for the Tight Stave and Heading Group similar to that of the Slack Group, Mr. Knox made a motion that a committee of five be appointed to put into operation a trade-mark service. This committee is to meet and formulate the regulations and specifications under which the trade-mark will be administered. It was agreed that the vice-president and the two executive committee members should be three members of the committee. The chair appointed Mr. Hamilton and Mr. Smith as the other two members. The advertising campaign was then brought up by Secretary Kraft. He told of the contributions which had been made by the tight stave men, and pleaded for better support. A number of members came forward and made subscriptions, and others announced their intention of doing so in the near future. J. S. Powers, of the Powers Advertising Agency, Cleveland, O., then gave a short talk on the advantage of publicity, and its application to the barrel and cooperage industry. The Powers Advertising Agency handles the advertising for the "Good Barrel Group," a movement in which C. C. Berry, of the Cleveland Cooperage Co., has been prominent.

TIGHT COOPERS' GROUP

In the afternoon of Tuesday, May 4th, the Coopers' Group meeting was held. Walker L. Wellford presided. It looked good to see the big little man from Memphis in the chair once more. Mr. Wellford was in South America at the time the annual convention was held in St. Louis a year ago, and he vowed then he would never miss another meeting. C. C. Berry was elected vice-president to succeed Mr. Wellford, and Henry P. Krallman, of the Pioneer Cooperage Co., St. Louis, was elected a member of the executive committee.

The Question of Standardizing Barrel Sizes

The matter of standardizing barrel sizes was taken up for discussion. At the tight stave and heading group meeting in Memphis on March 17th, it was recalled, a resolution was adopted favoring closer cooperation with the barrel manufacturers, and it was suggested that the manufacturers standardize with their customers the size of the barrel, which will enable the standardization of the specifications for staves and heading. Mr. Wellford said he thought that the tight cooperage industry had good specifications in so far as they go, on staves and heading, and that all that is

now needed is certain specifications on points that are not clearly covered.

"The trouble is not so much with the specifications," said Mr. Wellford, "as it is with the lack of attention which stave manufacturers give them. In the rush of events they are overlooked and sidetracked. We need a clear definition of rotten sap. The specifications as a rule are perfectly clear and good, and will be all right after a few amendments have been made clearing up obscure points. We ought to have a committee from the barrel men meet with a committee from the stave manufacturers and agree on the necessary changes."

It is the Barrel User Who Must Be Satisfied

C. C. Berry, of the Cleveland Cooperage Co., said that there is no question but that from the stock manufacturers' standpoint it would be a big advantage if all the coopers used the same stock. On the other hand, there is the buyer who orders a barrel with an unusual specification. The cooper must meet the buyer's wishes. The cooper must give the trade what it wants. On account of this fact, and because of other features as well, Mr. Berry expressed the opinion that he did not believe the stock specifications as aimed at could be worked out. He said that he would, however, appoint a committee to meet with a similar committee from the stave men, to see what could be done.

Important Question—What Is a Carload?

A discussion then arose as to "What is a carload?" This was in line with the standardization matter bearing on jointed staves, which had been taken up and tabled at the tight stave group in the morning. It was pointed out that various factors are involved. Among them are the car shortage, increased freight rates, high stumpage prices, market conditions, etc. On account of the complicated nature of the problem it was decided to place it in the hands of a committee, to confer with a committee from the tight stave group, with a view to seeking a solution.

Secretary Kraft Submits Request from Bureau of Explosives

Secretary Kraft then submitted to the meeting a request from the Bureau of Explosives, American Railway Association, that the Association submit recommendations with a view to making more clear the provisions of I. C. C. specification No. 10, relating to the kinds of timber which may be used. The chair appointed a committee consisting of Walker L. Wellford, E. J. Kahn and C. G. Hopkins, to give consideration to the matter and confer with the Bureau of Explosives as well as with Committee D-10 of the American Society for Testing Materials.

Mr. Powers, who had addressed the tight stave manufacturers at their meeting in the morning, was called upon by the chair for a few words on advertising, repeating substantially his message to the tight stave men. Mr. Springer also made a few remarks bearing on the advertising campaign, and the things it is hoped will be accomplished during the year. The remarks of these two gentlemen precipitated a discussion on publicity and trade extension which occupied the balance of the session.

At the close of the session of the Tight Coopers' Group, Secretary Kraft made an announcement to the

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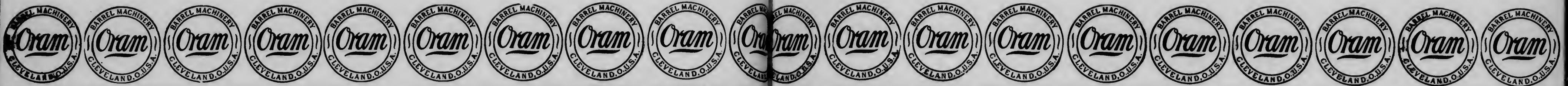
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**We Are
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IT IS A PLEASURE to announce the formation of the Associated Cooperage Company, Inc., organized to manufacture **TIGHT BARREL STAVES** and to generally deal in **TIGHT AND SLACK COOPERAGE STOCK**. Our business will be conducted along conservative lines, and we can assure you that all transactions with us will receive prompt, considerate and efficient attention.

May we have your co-operation?

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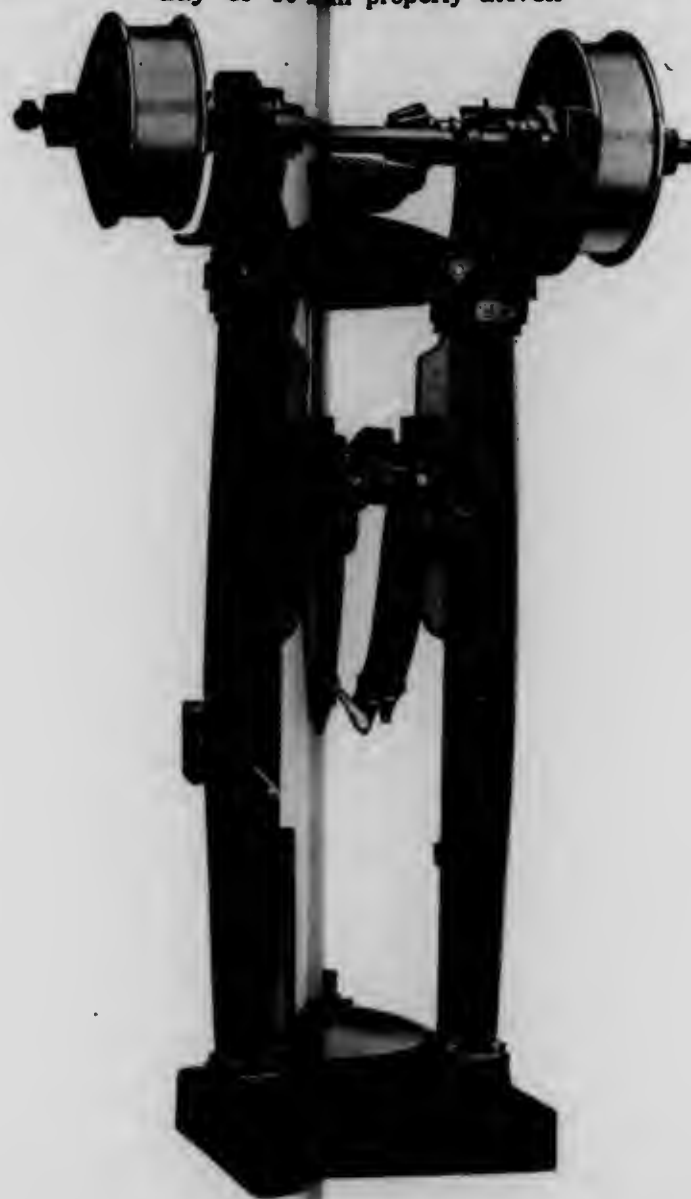
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Capacity—as fast as operator. 600 to 1,000 pkgs. per day of 10 well properly driven



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STAVE, HEADING BARREL MACHINERY

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WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

ARE YOU LUCKY?

If, so, it might be all right to get your slack heading where it can be bought the cheapest—

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If you prefer not to take any chances on quality or service, and would rather pay a fair price for dependable stock, remember that our "Bone-Dry" brand represents the utmost in slack heading value.

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Use the "Acorn" Grade

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We **Tight Barrel Staves**

Kiln-dried, Jointed and Bundled

THE KIND YOU WANT

FIVE ARKANSAS MILLS—BENTON, CARTHAGE, FULTON, LAWSON AND HASKELLS

Everything
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Gum
Elm
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MULLINS STAVE and LUMBER COMPANY

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THE FAMOUS FORKED
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Tight Cooperage Stock

We handle the output of several mills in the best white oak sections of the Cumberland Mountains and are prepared to give unexcelled service in every particular. TRY US.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

effect that the Association has requested a hearing before the Standing Committee of the Western Trunk Line Committee in connection with Docket No. 6, cancelling the prevailing rates on cooerage and substituting of Western Classification rates. The change applies only to rates in western territory.

THE GENERAL SESSION

The general session which was called to order by newly-elected President Carl F. Meyer represented the largest gathering of cooerage men assembled since The Associated Cooerage Industries of America was organized, and was not only a splendid demonstration of the progress that has been made in the way of increased membership, but the spirit which prevailed throughout the entire session was such as to convince even the casual observer that each and every member was imbued with the importance and worth of their organization and with the knowledge of the benefits to be derived from associated efforts so far as the welfare of their industry was concerned. President Meyer's opening address was read by Walker Welford, as Mr. Meyer had contracted a severe cold. President Meyer's address brought the body to alert attention and was as follows:

Most Momentous Years in its History Are Before Cooperage Industry, Says Newly-Elected President Meyer

Little did I realize yesterday morning when I received a telephone call at my office to come to the hotel at once, that the Executive Committee of your Association wanted to confer upon me the great honor of piloting your organization through the coming year, and I wish to take this opportunity of again thanking them.

All of you who attended the banquet last night must realize what a large and wonderful Association you now have. You all must realize also how necessary your Association has been during the past few years. However, gentlemen, it is your President's opinion that your Association will be needed more during the coming years than it has been in the past, as there are strenuous times ahead of us.

Your ever alert and hard-working Secretary will tell you what has been accomplished during the past year and also what plans have been laid out for the coming year, and I will, therefore, just make a few remarks.

We have received a serious blow in the adoption of prohibition in this country. This, however, could not have happened at a better time for our industry, as up to the present time it has not been felt a great deal, but in your President's opinion it will be in the very near future. However, it is my belief that its effects will be gradual.

At the present time there is quite a little demand for cooerage for exporting different commodities to foreign countries. This will gradually drop off as the foreign competing nations gradually get back on their feet. When this time comes there will be an over-production of cooerage in this country, and as supply and demand regulate profits in our line of business, in order to prevent a calamity we should move slowly and keep in close touch with your competitors through your Association; and if you have any competitors outside of your Association, get them to join, so that you can also keep in close touch with them.

Great changes in freight rates are going to require a great deal of hard work on the part of your Secretary and assistants during the coming year and it is my opinion that without your Association your industry would be ruined, at least badly crippled, during the coming year by increases in freight rates.

Gentlemen, I cannot impress upon you too strongly the fact that there are strenuous times ahead of us, and we must pull together and lend every possible aid to the officers and Secretary of your organization, and you in return will receive the benefits from same; and in closing, let me request each and every one of you to watch your step during the coming year.

Treasurer Delebaugh's report followed the address of President Meyer, which report revealed the Association's financial condition to be most satisfactory, the Association's assets totaling over \$25,000.

The excellent, thorough and interesting report of re-elected Secretary V. W. Kraft, whose consistent, painstaking and valuable work in behalf of the Association has counted so largely in its success and progress, was as follows:

Secretary Kraft's Report

Ownership of property provides the strongest incentive to law and order; therefore, in the midst of existing chaotic conditions, with cross-currents tearing at our economic structure, stands the business man, in whose clear-sightedness and sound judgment lies the hope of the world for the return of stability and order. However, it is only through co-ordinated action that this national trade organizations provide the agencies through which men engaged in the same line of business endeavor can direct their efforts along the same channels.

Therefore, particular significance attaches to our meeting at this time, and the manner in which we take hold of the important problems confronting us and the



MAX LOWY, NEW ORLEANS, CHAIRMAN OF MEMBERSHIP COMMITTEE, BY WHOSE RESIGNATION THE ASSOCIATION'S MEMBERSHIP BODY LOSES ITS MOST LOYAL, ENERGETIC AND VALUABLE MEMBER

thought and judgment we display in finding their proper solution will determine the extent of our contribution to the building and maintenance of a sound economic structure.

Custom has decreed that the Secretary of an organization, such as ours, in submitting a report, shall review accomplishments, present matters demanding attention, and make recommendations.

You are, in a general way, familiar with our activities since the last meeting, and therefore I am taking the liberty of foregoing a detailed account of these. Briefly, we are pleased to announce that our membership to date has passed the 500 mark, being an increase of over 100 during the past twelve months. We again express our appreciation of the support of the Membership Committee, and particularly its Chairman, Mr. Max Lowy.

TRAFFIC

During the period preceding and following the return of carriers to private control, relatively few matters involving rate adjustments, etc., were proposed, and therefore our activities along traffic lines can be summarized set before you:

TRANSPORTATION ACT OF 1920

The Association was represented by its Secretary at a meeting of the National Shippers' Conference held in Chicago, December 30, 1919, at which a memorial embodying recommendations as to legislation, was adopted and addressed to members of Congress. The Secretary was appointed and served on the Legislative Committee. It was gratifying to note that a majority of these recommendations were included in the new Act.

It is clear that the New Transportation Act confers very important additional powers on the Interstate Commerce Commission. Among its far-reaching provisions is one authorizing the Commission to fix minimum as well as maximum rates. This, coupled with the obligation resting upon the Commission to establish a basis of rates sufficiently high to provide the carriers with the guaranteed return stipulated in the Act, will doubtless result in orders being promulgated in connection with investigations as to particular rates or adjustments that may at times effect an increase in the rates, where found necessary to remove discriminations.

In order that members may be fully informed as to the various important features of the Transportation Act, we prepared and distributed a statement bearing on this subject.

CONSOLIDATED FREIGHT CLASSIFICATION

The new Consolidated Freight Classification No. 1, effective December 30, 1919, embodies the changes effecting increases in classification ratings on cooerage, slack and tight, as originally proposed. This action was wholly unexpected in view of the specific refusal of the Interstate Commerce Commission in their report to recommend such changes in ratings.

We are now preparing a formal complaint to be filed with the Interstate Commerce Commission attacking the reasonableness of the existing classification ratings on cooerage, and praying for the establishment of a reasonable basis.

The vital principle involved in this case will be whether the carriers shall continue fixing classification rating on cooerage, based entirely upon the immediate revenues derived, or whether the ultimate use of and purpose for which cooerage is intended and its relationship to other commodities, shall be taken into consideration—in other words, whether the economic feature involved shall govern in an intelligent fixing of transportation charges.

PAYMENT OF FREIGHT CHARGES

A hearing was held in Washington, April 20th, in connection with Section 405 of the Act, which provides that on and after July 1st the carriers shall not relinquish nor release possession of freight until all charges have been paid, except under such rules and regulations

as may be established by the Interstate Commerce Commission. We were represented at the hearing by our attorney, Mr. George W. Webster, who reports that the shipping public contended for a period of one week, whereas the carriers insisted that the existing period of 48 hours be continued. It is therefore probable that a compromise of 96 hours will be adopted by the Commission.

We have kept our members advised from time to time as to the development of new railroad legislation. It is anticipated that in working out the adjustments pursuant to the Transportation Act of 1920, we will be frequently called upon to appear before the Interstate Commerce Commission as well as Traffic Committees in the interest of the cooerage industry.

WESTERN TRUNK LINE DOCKET No. 6

One of the first adjustments docketed by the Western Trunk Line Committee is one proposing the cancellation of existing classification ratings on cooerage in Western Trunk Line Territory, and the substitution thereof of the ratings shown in Consolidated Freight Classification No. 1. A hearing has been requested before the Standing Committee and every effort will be made to protect our interests.

PNEUMATIC SCALE CORPORATION CASE

Docket 10048

The ghost of the Pneumatic Scale Corporation's attempt to secure preferential rate adjustments in favor of their so-called collapsible steel container, seems to have finally been laid to rest by the Interstate Commerce Commission in their decision of April 15, 1920, definitely affirming the findings of their original report and dismissing the complaint.

ASSOCIATION BOOK

In the reissue of our Association Book, copy of which has been sent to each of our members free of charge, it was our aim to place in their hands a book containing all authoritative information bearing on the subject of cooerage. We hope the Charts showing transportation charges on all items of cooerage material will be found a convenience. Additional copies can be secured from the Secretary at a charge of \$3.50 each.

ADVERTISING CAMPAIGNS

The widespread interest in the Slack Group Advertising Campaign, as evidenced not only by the large number of communications received but by the direct inquiries addressed to us by present and prospective users of slack cooerage, has fully demonstrated the wisdom of this campaign.

As a whole it has received commendable support from the members of that Group, although there are still a number who have not as yet contributed. It is apparent that the scope of the campaign will be determined entirely by the degree to which members support it, and that the foundation is being laid for the direct results that are bound to follow.

An Advertising or Trade Extension Campaign in the interest of Tight Cooerage was again endorsed at our New Orleans meeting and since that time the work of arranging for the financial support of such a campaign has been under way. It has not as yet reached a point where the plans can be put into effect. However, it is hoped that this point will be reached shortly.

INSPECTION SERVICE

What is probably the most important forward step that has been made by our Association since its organization is the inauguration of an Association Inspection Service, the purpose of which is two-fold—to afford protection to all parties at interest where a question arises as to grade and measurement, and to provide a systematic inspection of the production of mills engaged in the manufacture of cooerage stock in order to bring about uniform standards in grade and quality of cooerage material.

The far-reaching importance and urgent necessity of a service of this kind has long been recognized. Without it the full benefits of an Advertising Campaign cannot be secured. The standardization of our products constitute the greatest selling power—it will do more toward affording protection to the barrel as a container and toward the development of our industry than any other work that could be undertaken. The results secured from a Mill Inspection Service, recently maintained on a limited scale by a group of Slack Cooerage Stock Manufacturers, definitely proves the value of such a service in the standardization of grades.

The service just inaugurated will be conducted by a Chief Inspector and three Deputy Inspectors, and as you have been informed we now have in our employ Mr. Frank Emessy, Chief Inspector, and Messrs. James Ahls and John Purvis as Deputy Inspectors. Mr. D. H. Kellogg was compelled to relinquish his duties on account of serious illness, and we are now endeavoring to secure another competent Deputy Inspector to replace him.

Ratification of the action of the Executive Committee, the adoption of the Inspection Rules under which the service will be administered, and the plan providing for its maintenance will be submitted to you during this meeting. With your whole-hearted support of this service, it can be made a very important and far-reaching element in the welfare of the cooerage industry.

The measure of success achieved by an association is largely dependent upon the extent to which its members support its various activities. Criticisms and suggestions are always gratefully received—they denote an interest in the association, and it is only through the manifestation of an interest on the part of the members that a healthy and steady growth of an association can be secured.

The support so far accorded the Secretary is most sincerely appreciated, and if all of us, with a clear vision of the ultimate results we are trying to attain,

will direct our combined energies toward that end, your Association will more and more become a potent factor in your business. Above all, let us assume and fully measure up to the responsibilities resting upon us as a National Trade Organization, not only in connection with our industry, but the welfare of our country and the world.

Max Lowy Retires from Membership Committee

No announcement made before the body assembled was received with a more genuine sense of sincere regret than the announcement made by Mr. Max Lowy, chairman of the Membership Committee, who in submitting the report of his committee also tendered his resignation as chairman. Mr. Lowy said:

"It has been my pleasure as chairman of the Membership Committee for many years to be engaged in this very interesting work, and it is with great regret that I feel the necessity of retiring. However, my impaired health and my approaching absence from this country make my retirement unavoidable.

"I would like to impress upon the Association and on my successor that there are in this country at least 1,500 responsible cooperage concerns, or concerns closely affiliated with the cooperage industry, and there is no reason why we should not eventually have a membership of 1,000. With proper representation to these concerns of the value of their membership in this Association, we may hope that this result will soon be accomplished.

"In retiring I desire to express my gratitude to the officers and members who have so loyally co-operated with me in furthering the efforts of our committee, and in promoting the objects of our association. I shall always treasure and hold dear my official connection in the various capacities with which I have been honored."

Report of Membership Committee

The report of the Membership Committee as presented by Chairman Lowy, showed the number of members listed May 9, 1919, as 399, with the number of new members enrolled since May, 1919, to May, 1920, as 107, making a total of 506. The only resignations recorded, with one exception, were due to retirement of the members from the cooperage business, the one exception may reconsider the withdrawn decision. "Thus," said Chairman Lowy, "we have passed the 500 mark. This result is a tribute not alone to those who, by their efforts, have contributed to this increase, but more especially to the good work and accomplishments of the association itself, which have attracted to our ranks the large membership we now have.

"Too much praise cannot be given to our secretary for his share in this work, and thanks are also due to my colleagues on this committee for their efforts in bringing new members into our association."

The reports as given were promptly accepted and a vote of thanks was tendered the membership committee for the good work done.

Afternoon Session

Owing to the indisposition of President Meyer, Walker L. Wellford, presided over the afternoon session of the general meeting. The important feature of this session was the unanimous adoption by the body of the inspection service as recommended and put into effect by the Executive Committee as well as voting for an increase in dues to cover cost of this service. The increase in dues to be 25 per cent. and will be effective January 1, 1921.

F. S. Charlott Makes Motion for Ratification of Inspection Service and Increased Dues

Retiring President F. S. Charlott made the following motion, asking that the Association ratify the act of its Executive Committee in installing a paid inspection service, and that it fix the dues for active membership at a figure representing an increase of 25 per cent. over the present dues. Relative to the reason for the Executive Committee action in the matter of paid inspection service, Mr. Charlott said:

"The Executive Committee installed this paid inspection service, employing for the purpose a chief inspector and three deputy inspectors. The purpose is both to inspect and examine the manufactured product at the mill, as well as reinspect any shipments that are rejected or against which claims for shortage, poor quality, etc., have been made." Our service heretofore has not been efficient. We were compelled to rely upon somebody in the business in each city, or locally, when one of his business competitors rejected a car of stock, and he had to examine it and pass upon it, and of course he could not do it as fairly as somebody without interest in the matter. Often we found that the man who made the rejection was the official inspector. We have an organization now similar to the lumber organization inspection service. While the treasurer's report was very gratifying, and indicates a good surplus, bear in mind that this is the accumulation of four years. The present scale of dues and the present cost of doing

ARTICLE VII CLAIMS AND RECLAMATIONS

Rules Governing Inspection Service

(These Rules supersede those contained in Article VII of the Rules Governing Sales and Settlements)

In case of complaint or rejection by purchaser he shall immediately report such rejection or complaint to shipper by telegraph, and hold the entire shipment intact, properly protected. (The mere payment of freight and invoice shall not deprive the purchaser of the right to enter complaint as to quality, measurement or grade, provided written or telegraphic notice of such complaint shall be made to the shipper immediately upon receipt of car.)

The purchaser shall upon rejection or complaint immediately file written specific complaint with the seller, stating the particulars in which the material is deficient. In case of the failure of buyer and seller to agree upon the adjustment of the controversy, either one or both parties to the dispute may submit the matter, through the Secretary, to an official inspection by a regularly employed inspector of The Associated Cooperage Industries of America. If no agreement is reached within ten days after receipt of complaint by the shipper, he (shipper) shall request an official inspection, and each party shall be held bound by the findings of the inspector, as evidenced by his report.

An inspection fee of Twenty-five (\$25.00) dollars per car lot inspected shall be paid to the Association by the shipper if the inspection report shall show that the shipment is not of merchantable grade and quality as invoiced, or by the buyer if the report shall show that it is such. (Applicable to Tight Stave and Heading Group.)

On sales of Wine, Spirits, Whiskey or Bourbon stock, a quantity, not exceeding five (5%) per cent. of the next lower grade shall be permissible, same to be inspected and averaged according to the rules governing this grade. If no price has been agreed upon, payment for such lower grade shall be made according to prevailing market price.

On shipments containing more than five (5%) per cent. lower grades, the buyer has the right to reject all the lower grade material, but in that event he must hold same, free of storage, at the disposal of shipper for a period not exceeding thirty (30) days. The shipper shall pay the cost of culling.

On sales of oil grade or mill run material, culls shall be excluded, and shall not be paid for; but any part or portion of the material conforming to grade must be accepted and paid in full.

(Applicable to Slack Cooperage Stock Group.)

It shall be the rule of decision that if the stock to which exception is made does not contain more than three (3%) per cent. (except hoops, see Note) of lower or inferior grade, according to the grading and inspection rules of this organization, the buyer must accept the stock as a delivery upon his order or contract; if it contains more than the above-mentioned

business, with the inspection service as at present constituted, will show a considerable deficit, and the Executive Committee ask you to ratify their action in installing the service, and to vote an additional 25 per cent. to the dues of the active membership over the present figures."

Barrel Men Should Not Fool Themselves as to Substitute Container, Says Walker L. Wellford

Speaking on the inspection service matter Walker L. Wellford said:

"While I believe the inspection service on tight barrel cooperage stock would be more difficult than it is with the slack barrel, I believe the inspection service will be of great value to the industry. There are manufacturers of material in this country who really do not take the question of manufacturing in a serious manner. In other words they are in business merely to make money. Of course we are all in business for that reason, but we should have enough interest in our business and in the general business of the country to manufacture materials that are good and that will encourage people to use the materials we manufacture, looking ahead for years to come, not only for ourselves but for those who follow us. Some manufacturers have been careless and in consequence the barrel has received in many instances an undesirable reputation. We should not fool ourselves in regard to substitute containers. The manufacturer of the wooden barrel cannot say that the steel barrel is no good, and that the steel barrel will not hold what is put into it, and that the steel barrel has no merit. You will notice the steel barrel man is advertising his barrel, and he is ignoring the wooden barrel

percentage of a lower or inferior grade, the buyer is not obliged to accept; provided that if the seller and buyer agree upon the acceptance of the stock by the buyer subject to an allowance for the material of a lower or inferior grade, the amount of such allowance shall be arrived at by deducting three (3%) per cent. from the total percentage of material of a lower or inferior grade, as determined by the official inspection.

(NOTE—On Coiled Elm Hoops the following provision of Grade Rules and Specifications will apply: "No. 1 hoops shall be of good sound timber, up to specifications, well finished, and free from broken and defective hoops in the coil in excess of three (3%) per cent. on hoops over 5 feet in length, five (5%) per cent. on 5-foot hoops and eight (8%) per cent. on hoops less than 5 feet long, which are unfit for use on a barrel, and to be dry when shipped.")

REINSPECTION

Should either party to the transaction involving an original inspection be dissatisfied with the results of the same, he may apply to the Secretary of the Association for a reinspection within two days after his receipt of original inspection report. Purchaser shall hold intact for a period of five days from date of inspection, stock which is in his possession.

Upon application for reinspection, the Chief Inspector shall proceed as promptly as possible to reinspect the stock. If the reinspection results in a difference in favor of the party complaining of more than four (4%) per cent. in money value from the original inspection, the reinspection shall supersede the original inspection and be binding upon all parties to the transaction, but if the difference does not exceed four (4%) per cent., the original inspection shall stand and be binding upon all parties to the transaction.

The charge for the reinspection shall be the actual expense incurred in making such reinspection, plus a fee of Twenty-five (\$25.00) Dollars per car lot, and shall be paid by the party whose contentions as to grade, quality, measurement, etc., are not sustained by the reinspection; provided if the reinspection results in a difference in favor of the party complaining of more than four (4%) per cent. in money value from the original inspection, the fee assessed for the original inspection shall be cancelled.

The Association has no authority to impose its inspection in cases where either purchaser or seller is a non-member, except through the mutual agreement of the parties at interest, unless the contract of sale or purchase specifically provides that the transaction is subject to the Grade Rules and Specifications, Rules Governing Sales and Settlements, and Inspection Rules of The Associated Cooperage Industries of America. It is recommended that all contracts of sale or purchase entered into by a member of the Association be made specifically—

"Subject to the Grade Rules and Specifications, Rules Governing Sales and Settlements, and Inspection Rules of The Associated Cooperage Industries of America."

entirely, but in their advertising the steel barrel men tell how good the steel barrel is. We have started a campaign to advertise the wooden barrel, but if we advertise the barrel and do not give the people a good barrel after we advertise it, we are going to be in almost a worse fix than if we did not advertise at all. Our inspection service will encourage the manufacturers of staves and heading to make better material, and also encourage the barrel manufacturer to make better barrels, and in consequence we will derive great benefit.

"Our barrel advertising campaign is going to be handled through the secretary's office. It is not going to be just turned over to some advertising concern to be handled without rhyme or reason, but every single dollar that is paid is going to be audited by the secretary, and no payments will be made except through the secretary's office, and you can all depend upon the fact that every dollar of this advertising money will be spent for good advertising and it will not be thrown away.

Standard Stock the Trade's Most Valuable Asset

"As to our inspectors, the inspectors are going around to the different plants. If you don't want the inspector, he won't go to your plant. The plan is to have the inspectors visit your plant any time they see fit, and if your stock is all right he will give you a license to put the trade mark of the Association on your stock, which is telling the man who buys your stock that the inspector has been to your plant and finds that your methods of manufacture are good. The man who makes poor stock will not be allowed to use the trade mark until he makes the proper corrections in his methods of production.

"If our stock is kept up to standard, the trade mark will be a valuable asset."

Inspection Rule

In introducing the rules covering the inspection service Secretary Kraft said they had been compiled after careful study of the rules effected by the American Hardwood Manufacturers' Association and the National Hardwood Lumber Association and after several conferences with the secretaries of these associations as well as with cooperage stock manufacturers. The tentative rules for the inspection service as herewith presented were adopted upon motion made by E. A. Powell, of the Powell Cooperage Co., Memphis.

H. G. Herget, of the Pekin Cooperage Co., put the query as to what would be the status of a member who always shipped bad stock and refused to abide by the inspection. Replying to Mr. Herget, Mr. Wellford read a proposed amendment to the constitution which would cancel the membership privileges of any member who made a practice of shipping poor stock and refusing to abide by the findings of the arbitration committee.

The inspection service and rules, as well as the increase in dues, being promptly adopted, the business of the session moved on.

Sugar Barrel Man Speaks

E. W. Myers, representing the Clinton Corn Syrup Refining Company, Clinton, Iowa, being invited by the chair to speak on moisture contents of staves, told the members assembled of the trouble his company had with too great moisture contents of sugar barrel staves and said he would like to see the Association adopt some specification as to moisture contents of gum sugar barrel staves. Mr. Charlott replying to Mr. Myers, said: "We have had a long experience in endeavoring to regulate the moisture content of staves. A stave manufacturer might test his staves today and find they were within the rules; load them in a car; ship the car, and you would find five to ten per cent. more moisture in the staves when they reached you. I have a record of slack barrel sugar staves that were kiln dried, weighed and measured on a certain day, and then weighed and measured each day. In fair weather the change was little. On rainy days each thousand of those staves gained from three to eight pounds. The next day being fair they lost a pound or so, and so on each day. I do not believe we could make a rule that would require a stave moisture content figured on percentage and find the same moisture content at destination."

Mr. Wellford was of the opinion that the matter was one that should be referred to the committee on rules and specifications. "For," said Mr. Wellford, "We have got to give proper consideration to these questions, and it is the only way we are going to succeed in making the barrel satisfactory to everybody. We have got to speak to the man who uses the barrel; find out what he wants; act upon his suggestions and try to furnish him what he wants."

The report of C. M. Van Aken, National Councillor to the eighth annual meeting of the United States Chamber of Commerce in Atlantic City in April, was then read by the secretary.

C. M. Van Aken Reports Meeting of National Chamber of Commerce

As a child playing in the sand at the seashore and endeavoring to empty its little seashore well by bailing it out with a toy shovel, has something of a job on its hands, so it seems to me, of almost parallel magnitude is the endeavor of an ordinary man to present to the Cooperage Convention in a paper sufficiently condensed to be attractive, a full report of the four-day session of the Eighth Annual Meeting of the United States Chamber of Commerce. If one can touch a few high spots this is about all that could be expected.

The theme of the meeting was increased production, it evidently being the idea of many that the solving of this question would go a great way toward reducing the high cost of living that is so troublesome to most of us as home men and so annoying to us as business men. No one could possibly be more interested in this question than a man in the cooperage business.

A minister once compared a text to a beautiful gate opening into a lovely flower garden. The gate was used merely to afford an entrance into the garden. After to me as an ordinary cooperage man that many of the people at Atlantic City were using the "increased production" gate not only to roam around among flowers, but to hit the sky, the earth and the waters under a way. There was not a man there who suggested a way of getting a negro to work six days instead of three him for six. But it was pointed out that while every line of business had its particular and peculiar production handicaps, there were certain broad factors that greatly benefit all business, thereby stimulating increased production generally.

Cost accounting was viewed from different angles and its relation to production considered. To produce properly and to produce continuously, a knowledge of cost by an accurate system of accounting is essential.

Consideration was given to the question of finance—how properly arranging our financial affairs will help grease the wheels at the producing end, and also where the business and daily press figure in as factors. It was pointed out that all of these things and many others have their important place in the producing scheme, but the two factors touched upon that seemed most important to a cooperage man now, and especially under present conditions, are:

First: Labor. It is an undisputed fact that labor as a whole is not doing its part in production. It was said that the high cost of living would have reached its maximum inside of a year after the armistice was signed if the people of the country had honestly turned to work. This lack of interest in work has inflated currency and created disorder generally, running all the way from a state of mind to actual murder and loot. It was pointed out how great bodies of men had stopped work for days and weeks at a time—men who were engaged upon industries upon which other great bodies of men depended for their opportunity to make a living, how great transportation lines had been tied up by labor until no man could take any opportunity requiring labor and material with any degree of certainty as to cost or time of completion. It was said that the individual laboring man as such was not entirely to blame for these conditions. Other labor had struck against him and he had been taught that he was striking against him and he had been taught that he was striking against him. Tremendous sums have been paid to agitators all over the world for their work of destroying the peace of mind of their fellows. The agitator knows his work to be wrong, but in the meantime he is making his killing. A change in this condition, it was said, can come about through education or through sad experience. It must come to the laboring man one way or the other, and the quicker he gets to the turning point the better it will be for him and for the business employing him; because one of the important keys to the high cost of living problem is labor, so increased efficiency of labor must certainly increase production. You can, therefore, see that one important remedy for our present labor unrest as gathered by the writer, seems to be in adopting a zealous course of education. There is no doubt that we are passing through a period in which everything is inflated; the thought of economy by most of us seems to be thrown to the winds. People complain of the high cost of living and with the money in their possession proceed to buy the most extravagant things imaginable. With the exception of a small class, such as ministers, teachers and those in some clerical positions, this rule applies all the way from the man at the head of the business to the most humble worker. But more especially to the worker, because his training has not been along the line of considering values. At the end of the week or month his increased receipts are gone and he has no more money left than when he was receiving half his present income. So his mind is decidedly receptive to the influence of the professional agitator and he helps to boost the high cost of living by striking for more of an income.

As has been said, the one best remedy suggested for these things is a course of education, but the method of procedure in carrying out the educational program was somewhat vague. It is a big question and one that has not affected the viewpoint of labor that to lay down a definite rule of procedure would be difficult. However, it is the writer's observation that the man most willing to strike and thereby cause a stopping of the wheels of production is the man who has the least to lose by so doing. The more a man has, the more unwilling he is to stop work and quit it. Therefore, one method of procedure might well be the emphasizing of the fact that a dollar spent now will only buy fifty cents in value, and the same dollar saved will, without a doubt, soon have a purchasing power of its face value, so the importance of passing the luxuries and saving the dollar is obvious. Nothing can be truer than this and if the principle were put in practice, its effect upon the viewpoint of the laborer would soon be felt. Furthermore, it would have a great tendency to curtail the artificial demand for luxuries which now exists, thereby putting the merchant on a plane where he will realize that for a dollar a dollar's worth must be given.

Closely interwoven with the labor problem is the second point brought out at the convention, that I want to emphasize. That of transportation. Of course this subject was considered in different ways and from different sides—steamship transportation, electrical railroad transportation and transportation by motor trucks; but the mode of transportation most interesting to me was that of steam railroads. There is probably no line of business more dependent upon the railroads than ours. The inconvenience we have suffered because of car shortage, and the loss we have sustained because of railroad delays have at times prompted us to say things about the roads that were decidedly more expressive than really polite. But our troubles have been infinitesimal compared with those suffered by some other lines of business. We were told of the thousands of bushels of grain in elevators in the Northwest awaiting cars in which it could be transported to the East and South. The grain is badly needed and Minneapolis is as anxious to ship as New York and New Orleans to receive it; it is the car situation alone that blocks the movement. Furthermore, the grain sprouting season is approaching and unless this grain is moved within the next few weeks it will spoil. The delay of delays in transit. One shipment, an important shipment, of course, left the mill in Pennsylvania in December, destined to New York for steamer. No delivery has yet been made and, more than that, one car cannot be found. Yes, we have had railroad troubles in the cooperage business, but the railroad troubles I heard about at At-

lantic City made ours by comparison fade away into mere nothing.

The methods of relieving this unsatisfactory railroad situation were many and varied. Better co-operation on the part of labor we have referred to. Loading cars to their capacity, together with the prompt loading and unloading has been preached ever since we entered the world war. But improvement in these things, important as they are, will not alone cure the complaint. More money is needed by the railroads. More material for new cars and for the repairing of the old. These, with a thousand and one other things, must be improved to get improved transportation. Mr. Post, Chairman of the Railroad Committee, says:

"In order to increase production we must make a corresponding increase in railroad facilities. At this very time the railroads are carrying a greater tonnage than ever before, greater even than during the war. The demands upon them are increasing by leaps and bounds, and they are meeting them as best they may with facilities badly impaired, and badly needing vast additions and betterments. They are short today at least 4,000 locomotives and 200,000 freight cars, but 3,000 passenger cars have been bought for the use of the public in over two years, and the passenger traffic was never so heavy as now.

The railroad officials are at this time naturally more anxious than ever to meet the demands upon them. Even if they had the money now, which they have not, it would be some time before they could add substantially to their equipment. Some of the strong roads have already contracted for new equipment, but not more than half they need, because of the restricted money market and the high cost for borrowings. Meantime, while the rates are being discussed and fixed by the Interstate Commerce Commission; means of access to the government revolving fund (provided for in the new law) are being arranged, and a modicum of relief is afforded by the delivery later on of such equipment as has already been ordered, it is the duty of the public to be good-humored, patient and considerate. Those who receive cars for loadings must load them quickly to their capacity, and consignees must unload with greatest possible celerity. We must not expect miracles simply because the roads have been turned back to their owners for operations. We have a right to expect, and do expect, that the railroad officials will do all that is humanly possible to meet the emergency."

This is about as far as anyone seemed to be able to go in solving the present railroad situation, and I imagine that as the improvement in labor conditions will be brought about by a more or less slow process of education, so the improvement in railroad conditions will be brought about in much the same way.

One can readily understand that in a body of men representing almost every business and profession in the United States, many subjects would be discussed which while important and affecting all business indirectly, are not of such a nature as to make it necessary or wise to enlarge upon in this report. One of these, however, might be mentioned, viz., the discussion in regard to the present Internal Revenue Tax laws. It was pointed out that this law at present is decidedly unsatisfactory. A plain and definite change was proposed—one that would provide the revenue without making it necessary for the taxpayer to keep a separate set of books or engage a lawyer to make up his report. The United States Chamber of Commerce is a representative organization. Suggestions coming from it to Washington will without a doubt have consideration. The expression of the Chamber on this subject will probably work a change that will be felt by each of us, causing us to bless the Chamber once a year at least.

On the whole this great gathering was splendidly enthusiastic and instructive—one that any thinking man in any business or profession in the United States would be glad to attend.

Report on the National Tax Conference, by M. H. Ritzwoller

The National Tax Conference of the great Industrial organizations of the United States on the subject of federal taxation, met at the Blackstone Hotel, Friday, April 16th, at 10 A. M., and having been appointed delegate to represent The Cooperage Industries of America, and in particular our Association, I attended the meeting.

James A. Emery, secretary of the National Industrial Council, was the first speaker, and in a most forceful and logical address he set forth the destructive policy of the prevailing federal tax in particular as to the corporate surtax and excessive profit taxes, for these taxes affect \$7 billions and the individual tax 12½ billions of dollars. The excess profit tax is false and un-American in the implication that anything over 8 per cent. is an "excess profit" and sets up a false standard which labor agitators seize upon at once and use unfairly and injuriously, and furthermore the tax is larger than any tax in the world. It pyramids itself in every line of cost of living. It drives investors to look up funds in tax-exempt securities, discourages general investment of capital and penalizes good management, thrift and skill. It tends to decrease production at a time when maximum production is necessary and is lowering the stream of revenue at its source, and furthermore by inquisitorial methods deprives us of the liberty which is our constitutional right.

Prof. Carl C. Plehn, of the University of California, a recognized tax expert and authority on economies followed practically the same lines of thought. He said it is the fallacy of the excess profits tax that it is really based on investment. The present tax breaks all the accepted rules of what a tax should be.

Adam Smith laid down four principles of taxation: 1. All taxes should be uniform. This is not. 2. No tax should be arbitrary. This is.

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3. No tax should be inconvenient to collect. This is.
4. No tax should take from the taxpayer more than the Government gets. This does.

There were many speakers from all parts of the country, advocating revision of our present tax system, and that an economic tax should be substituted and all seemed to be convinced that a united effort should be made to have legislation enacted by Congress to wipe out this destructive tax system, for the present methods of taxation threaten to drain the resources on which the entire business structure of the United States depends, and while we hear many predictions that taxation will decrease, we must face the fact that for many years to come the requirements of our debts, including the amounts loaned to our Allies as well as the high rates at which Government expenditures have been fixed, will call for a taxation of from four to five billion dollars per year.

To continue to raise this amount by excess profits taxes and heavy income taxes means the complete elimination, in our opinion, of the resources of the investors upon whom this country and its enterprises have been dependent during all these years, to furnish such new capital as commercial and financial developments required. Before the war there was an army of about 400,000 investors, small and large, who could be counted upon to absorb a varying amount of securities, running into the hundreds of millions. This army has now completely disappeared and many of these same investors, owing to the increased cost of living, with the heavy income taxes, are practically consuming a percentage of their capital to meet living expenses.

The fact that enterprise is handicapped by a heavy profits tax makes for ultra-conservatism on the part of the speculative investor, who must pay out a large percentage of his profits, if any are made, but must stand 100 per cent. of his loss if his judgment is at fault.

The wealth of this country has been built up by savings out of profits in business. There are no such savings today. One of the pessimistic influences in the present situation is that, whereas in former periods of booms in business, the merchant who made a large profit, while spending liberally, was enabled to put generous sums back into his business to provide for the reaction that was certain to come, we now have a situation where, due to the last three years of business boom, profits have been large; yet merchants have had to pay out in either income taxes or excess profits taxes, practically all that they have earned over their living expenses, and when the losses due to the readjustment of values are registered, many will have suffered material reductions in their resources, which would ordinarily be relied upon to meet these losses.

All this must change, or business will reach an impasse.

There is only one way to escape this, and that is through a tax on sales, in which every citizen of the United States, as well as any foreigner who may live within our shores, will pay equally toward the expenses of the Government and have his stake in the country.

A small tax, say one per cent., on sales, while it would produce in the aggregate an amount large enough to make it unnecessary to keep the excess profits tax in force, might be large enough even to reduce the surtax on income and would bear so lightly upon the individual that its existence would be scarcely perceptible.

It would be, in effect, a flat percentage of one per cent., against volume of business, to be paid monthly by every corporation, partnership, association or individual in business.

In the case of banks, brokers, jobbers or commission men the percentage should apply on "Gross Income" before payment of operating expenses, rather than against gross volume of business handled.

The turnover in the United States for the year 1919 is estimated by a competent financial authority at between 1,400 and 1,500 billions of dollars. These figures have been arrived at by using a method employed by Prof. Irving Fisher. Mr. Fisher estimates the circulation of money and of checks, adds the two, and obtains a figure for the value of goods bought. His 1918 figures showed a total of 1,269 billions of dollars. The same method shows an approximation of 1,484 billions for 1919.

From this amount must be deducted the turnover on the various exchanges—grain, cotton, stock, the sale of securities, municipal, corporation and others—but we do not think that these amount altogether to more than 500 billions of dollars. This would leave 1,000

billions of dollars to be taxed, but if we reduce this by half, it should develop that duplication in the figures amount to any such percentage, we would still raise 5 billions of dollars by this tax.

That is, a tax of one per cent. on sales of 500 billions of dollars would produce revenue of 5 billions of dollars a year.

The advantages of this tax would be that it would be equally paid by everybody in the country, and might lead, perhaps, to thrift, since those who wish to avoid paying taxes would only have to decrease their expenditures.

If any such amount can be raised as would appear probable, predicated on the figures submitted, all income taxes on incomes of \$5,000 or less would become unnecessary, and a nominal income tax on all other incomes would be sufficient. Today an income of \$5,000 pays between \$120 and \$160. Under the new tax, if it is expended in toto for the purchase of commodities, the income of \$5,000 would pay a tax of \$50, assuming that every article purchased has had the tax added and the consumer has to pay it. But on many articles the tax is so small that it is absorbed or paid by the seller out of his normal profits and not added to the purchase price.

This tax can only be consistently levied and collected if paid by the seller, and should be evidenced in the working out of the tax by stamps on receipts, where books are not kept, or by charges against turnover as shown by merchants' books, less any allowance for stamps given on receipts. It would be the simplest tax that could be collected, and there need never be any dispute as to the amounts of individual taxes, as now arise in a multitude of cases under the present tax laws. It will require a very much smaller staff to collect, and practically no expert service. It will materially reduce the expenses of the Government in collecting taxes and the yield can be very closely figured, and cannot materially shrink or increase by temporary developments in values or the volume of trade, since the turnover in the volume of the country's business rarely fluctuates more than 10 per cent. in a year.

Realizing that this tax is such a radical departure from any other system of taxation now in use in this country a campaign of education becomes an important essential. I am taking the liberty of putting this before you with a view of enlisting your interest in the movement and your aid in spreading the doctrine in your locality, bringing all the influence possible to bear on legislative bodies in Washington, so that a full consideration may be given it.

Resolutions Adopted

On a motion duly made and adopted Secretary Kraft was instructed to prepare suitable resolutions of condolence on the passing of A. A. Wayne, of the Bolz Cooperage Co., St. Louis; J. C. Pennoyer, of the J. C. Pennoyer Co., Chicago, Ill., and Edward J. Bobet, of Bobet Bros., New Orleans, La., and forward same to members of the bereaved families.

Planters Given a Vote of Thanks

A motion was made and carried that a vote of thanks be tendered the management of the Planters' Hotel for the splendid service rendered the cooperage men and the attention given them while in convention assembled.

Stave-Making Picture Shown

The finely produced, interesting and instructive moving picture, "From the Tree to the Finished Package," which was prepared by the Lucas E. Moore Stave Company, New Orleans and New York, and which picture was shown abroad by President W. K. Knox, of the company, was shown to the members in attendance at St. Louis, and its showing met with special attention.

Suggestions Solicited

Secretary Kraft in introducing the last subject on the schedule of the general session, entitled "Look Ahead," said: "In talking with members in the past year, many of them have made a suggestion which we were glad to receive, regarding some activities of

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the Association, or raising some points that should receive attention, indicating plainly that every one, through having been in business for many years, will often run across some situation that they cannot handle themselves, and the purpose of listing this little item for discussion was to try to impress upon the members the fact that they should take advantage of the facilities offered by the Association, and submit their problems to the Association. I want to emphasize the fact that any suggestions, any criticisms are gratefully received, because they give us helpful suggestions as to how to render better service to the industry and to the individual member."

Committees Appointed

Membership Committee—W. L. Wellford, Chairman, Memphis, Tenn.; E. P. Voll, St. Louis, Mo.; W. T. Bray, New York City; E. W. Beeson, Little Rock, Ark.; L. Bigelow, Memphis, Tenn.; J. L. Borden, Front Royal, Va.; J. G. Briley, Chicago, Ills.

Traffic Committee—Mack Morris, Chairman, Jackson, Tenn.; W. Palmer Clarkson, St. Louis, Mo.; H. C. Mitchell, St. Louis, Mo.

Committees on Standards and Specifications—(Tight Coopers' Group): J. A. McKay, Chairman, St. Louis, Mo.; W. O. Johnson, Chicago, Ills.; J. N. White, Louisville, Ky. (Tight Stave and Heading Group): Steve Lennon, Monroe, La.; Ed. Hamilton, Wynne, Ark.; N. W. Calcutt, Dyersburg, Tenn.

Committee on I. C. C. Specification No. 10—W. L. Wellford, Chairman, Memphis, Tenn.; E. J. Kahn, Peoria, Ills.; C. G. Hopkins, Joplin, Mo.

Trade Mark Committee—(Tight Stave and Heading Group): Hy Wrape, Chairman, St. Louis, Mo.; W. T. McGlone, Gates, W. Va.; W. K. Knox, New York City; E. T. Smith, Jackson, Tenn.; Ed. Hamilton, Wynne, Ark.

With the appointing of the above committees the session adjourned and the Fifth Annual Convention of The Associated Cooperage Industries of America passed into record as one of the largest and most impressive meetings of the cooperage body so far held.

The Banquet

At 6.30 on Tuesday evening, May 4th, four hundred and twenty cooperage men filled into the main banquet hall of the Hotel Planters to be present at the annual banquet and entertainment. The St. Louis cooperage men, who provided the entertainment, sprung some real surprises, and believe us, Omar, it was some show. We would like to dilate but—Let it suffice to say that the girl department of the program was all that could be asked. The entertainers worked long and hard, and were completely successful in their efforts to please. There were four plantation coons, who sang the favorite melodies of the Southland, including "Old Black Joe," to the accompaniment of their stringed instruments—guitar, banjo, and first and second violins. They were unusually good and received a number of encores. There were singing and dancing numbers, a boxing contest between two husky squabs, a wrestling match between the same pair, vaudeville, a girl who sang like a man, and also, last, but not least, entertainment by the Jacobs "boys," of Milwaukee, real coopers. Roy, B. E., and K. L. Jacobs, all of the K. W. Jacobs Cooperage Co., Milwaukee, Wis., were the entertainment. If the cooperage business ever goes to the dogs, they will have no trouble signing up for "big time" vaudeville. They are good enough. The cooperage men, at the close of the banquet, were adorned with paper hats, feathers, neck and shoulder plumage, canes, etc., until they looked more like a convention of savages in the Congo than a gathering of conservative American business men.

RAIL TIE-UP HITS CLEVELAND TRADE—WHEN COOPERAGE FAILS TO MOVE, PRODUCERS RESORT TO TRUCKS

Tie-up of railroad transportation as far as freight is concerned has hit the barrel industry in the Cleveland and northern Ohio district along with other lines of commerce. New material has been slow in coming in, and it has been almost impossible to move finished cooperage to consumers. Trucks have been resorted to by several firms, both tight and slack, with good success, but this has proved an expensive operation, and one not likely to be indulged in to any extent if the tie-up continues.

Barrel Demand Keeps Up

Significantly the barrel demand has kept up. In slack barrels, though there is a slowing down in general manufacturing production, due to lack of materials and fuel, this has been offset by demand for packages for food stuffs, and in the main the slack barrel end of the trade may be considered satisfactory. No enthusiasm for the immediate future is manifested, however, for many barrel interests in this section of the country have been depending largely upon surplus stocks of material with which to carry on their production.

Transportation Condition Slows Down Production

In some instances inability to move finished cooperage has slowed down operations here. In some establishments during the second month of the rail tie-up operations have been on part time, or about half of what the ordinary production ought to be. This has not been due to any lack of orders, but simply because there have been no added facilities available for storing finished barrels, and every inch of space has been taken up with those already turned out.

A large part of the output of the Grief Bros. Company plant in the last few weeks has gone to supply local demands, and because of diversified industrial interests of this community there is reason to believe that this part of the business will be sustained indefinitely, according to the opinion of H. C. Coyle, secretary and general manager. Inroads on stocks of material at the Grief plant threatened to curtail operations, but more recently embargoes have been lifted on different roads from time to time, and this has permitted material on the way to seep into Cleveland. The removal of embargoes, even though temporary, also proves an aid to getting shipments of barrels to customers, Mr. Coyle points out.

"As far as the business itself is concerned, we find there is as good a chance for barrel use as ever," says Mr. Coyle. "We find orders coming in as always from all parts of the country within a radius of 600 miles, proving that general lines of merchandising in which containers are required are holding up well. All the foodstuffs producers are taking their usual quotas of barrels."

The Grief Brothers Cooperage Company has met the transportation problem in a heroic way by using trucks to make deliveries wherever possible. These are being used within a radius of fifty miles of the plant, and in one instance material that could be spared was sent to a plant 300 miles distant by this means. Ordinarily the railroads would be used for all this transportation.

In tight cooperage the demand is even better, in the opinion of C. C. Berry, secretary of the Cleveland Cooperage Company. "But business is held back because we simply cannot move our cooperage out fast enough," he adds. "In some instances we are using trucks, but this is an added expense that one does not want to reckon with at this time. This rail condition continuing will surely halt production, as most plants are stocked up with finished barrels to the limit already. We do not look for an acute shortage of material, as an average of four cars a week are finding their way into Cleveland. This will prevent reserve stocks from getting too low. Moving the barrels to consumers is the big problem with the trade here now, and if deliveries could be guaranteed it would be safe to say that 1,000,000 barrels might be sold."

Prices on both raw materials and finished product in the district remain stationary. This is largely due to the absence of unusual conditions affecting prices, regardless of the unusual conditions affecting production. The feeling is prevalent here that prices have reached their peak for the time being.

Rebuilding operations at the A. M. Welter & Brothers plant have been completed following the fire that partly damaged the plant. This has not interfered with production, however, as production itself has slowed down on account of the slow movement of barrels outward, points out John Welter, manager. A large part of the production here is dependent upon reserve stocks of material, as little new material is coming in.

WITH THE BUFFALO TRADE

The slack cooperage business is light at present, as it depends chiefly on the flour-barrel trade, and that amounts to little. The switchmen's strike has interfered with the shipment of flour and mills are running at greatly reduced capacity. The situation is summed up by a telegram which the New York State Millers' Association has sent from its office here to the Railroad Labor Board at Chicago, as follows:

Millers Hit Big Transportation Tie-Up

"New York State Millers' Association, representing a large number of mills at Buffalo, Niagara Falls, Rochester, and generally throughout the State, are rapidly being put out of business by reason of switchmen's strike and general railroad congestion at Buffalo. In the case of mills at Buffalo switching service, including placing of empty cars, has been abandoned by the railroads, except to extent mills can help themselves, and mills in interior unable to secure wheat, which is tied up in Buffalo elevators for same reason. In face of this, flour and feed stocks in the East are rapidly dwindling to the danger point and pressure from the trade increasing daily. Apparently what is required is promise from your board for immediate consideration of and prompt action on wage question, particularly switchmen. We hope you will not wait for matters to become more critical before taking some such action."

The Stock Market

Stock prices are strong, with hoops showing an advance, while other material is the same as a month ago. Demand is small, but deliveries on stock wanted are difficult to obtain. Six-foot hoops are \$50 to \$52, or about \$2 higher than a month ago, and six-foot-nine hoops are \$54 to \$56, showing a similar raise. No. 1 kiln-dried basswood heading, 17½ inch, is 19c, to 21c, and 19½ inch is 24c, to 25c. No. 1 28½-inch gum-mixed timber staves are unchanged at \$33 to \$35, with No. 1 30-inch at the same price.

Big Apple Crop Expected

The fruit prospects in western New York are regarded as excellent. Everybody is looking for a big apple crop and it is said that the amount of cider made this year will probably go beyond previous records. The use of apples for domestic purposes threatens to be curtailed by the profiteering prices which are being charged for sugar, which is now retailing here as high as 29 cents a pound. Ample sugar stocks are to be found at such figures, but when prices were half as high sugar was a very scarce article. Apple barrels are expected to bring about \$1.25 this year.

The prospects for fruit in the Lake Ontario section of the Province of Ontario are reported excellent. The chief drawback will be the high prices of containers. One authority says that present prospects are that barrels will cost \$1.25 this season. The bare labor charge for picking and packing apples will be \$1 per barrel. Not long ago barrels could be obtained at about 25 per cent. of the present price and before the war 50 cents was considered a high figure. Last year the price rose to 90 cents before the end of the season. No relief is afforded by buying boxes, which cost 35 cents apiece. Their cost, plus paper used in packing, brings the quotation up to that of barrels. Labor costs have gone up like those in materials. W. H. Gibson, who is probably the largest producer of apples in Ontario, says that only a short time ago 15 cents to 20 cents was paid for picking and packing a barrel of apples. Last year, with wages at \$3.50 a day, the price was 50 cents. This year the cost will be doubled. What is paid now for picking, packing and barrels would have been considered a fair price for the apples delivered on board cars a few years back.

Over Niagara Falls in a Wooden Barrel

Another barrel hero is to attempt to shoot over Niagara Falls and thus win a hard-earned reputation. His name is Charles George Stephens and he is fifty-six years old and a hairdresser of Bristol, Eng. He has taken passage from Liverpool to Quebec for June 18th and plans to shoot the cataract in a barrel within two or three weeks after his arrival. Photographs of Mr. Stephens and his barrel have been printed recently by Buffalo papers, and he will be given a grateful welcome by space writers when he arrives. The feat is not an original one, for two persons have made the perilous trip over the falls in a barrel and survived to tell their experiences. One was Mrs. Annie Edson Taylor, in 1901, the other Bobby Leach, in 1911.

Wm. G. Pennypacker, Jr., Has New Office Headquarters

The office of William G. Pennypacker, Jr., was removed May 1st to 206 Pearl St. on the front side of the Mutual Life Building, where large space is afforded. At this reporting, Mr. Pennypacker is spending a few days at his stave mill at Sumter, S. C.

Jackson & Tindle state that the cooperage market is rather quiet, but firm. Freight traffic is much interrupted. The fruit outlook is considered to be above the average.

H. S. Gordy, manufacturer of slack cooperage stock at Malcom Park, Va., advises the JOURNAL under date of May 22d that he has gone out of business.

Slack Cooperage Stock Wanted

Always in the market for

28½ in. and 30 in. No. 2 Staves,

34 in. Mill Run Staves,

19½ in. No. 2 and Mill Run Heading,

23½ in. Mill Run Heading,

Coiled Elm Hoops.

We also buy Tight Cooperage Stock

Quotations solicited

Swift & Company

Cooperage Department

South St. Joseph, Mo.

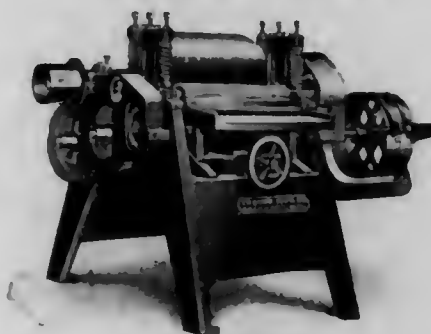
THE LATEST IMPROVED

"TREVOR" Stave and Heading Machinery

IS BUILT BY

TREVOR MFG. CO.

LOCKPORT, N. Y.



On Stock for immediate shipment

1-20 in. "Trevor" Heading Planer
1-24 in. " " " "

SUBJECT TO PRIOR SALE

A full line of the latest improved cooperage stock machines

TREVOR MFG. CO., Lockport, N. Y.

Southern Agency with

J. C. PENNOYER COMPANY

Chicago, Ill. and Memphis, Tenn.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

RE-MANUFACTURED COOPERAGE MACHINERY FOR SALE

1-24" Whitney late style drum stave saw.
1-Oram double independent wheel stave jointer for 36" staves.
1-Oram low frame double wheel lister.
New Noble bolt equalizer for handling bolts 28" to 36" long, equipped with new 36" saws.
100-6' roller bearing dry kiln trucks.
40-5' roller bearing dry kiln trucks.
1-Gerlach double wheel stave jointer for slack barrel staves.
NOBLE MACHINE COMPANY, Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—Eight sets of coopers' tools, including some hoops.
One barrel heater
One Trevor Stave Cutter
One heading jointer
One heading saw, Dengler & Connell
One slash knife for cutting veneers into cheese box hoops.
Address H. R. SAVAGE, East Aurora, N. Y.

FOR SALE—Complete outfit of stave and heading machinery, including four Gerlach drum saws, two jointers, etc. Address "MACHINERY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BARREL TRUSSER

FOR SALE—One Holmes Barrel Trusser No. 13, single belt drive. Will truss barrels and kegs in good, first class condition. THE JOSEPH OKER SONS CO., 420 Findlay St., Cincinnati, Ohio.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

MACHINERY FOR SALE

FOR SALE—

1-Greenwood 24" slack heading planer.
1-Greenwood No. 3 slack heading jointer.
1-Rochester slack heading turner.
Complete with tools and knives. Good as new. Very reasonable price. Write E. HENNING, INC., Chicago, Illinois.

FOR SALE—One stave saw and frame, in good condition. Address "SAW," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WANTED—To purchase saw mill or slack barrel stave mill with stumpage or land in fee. Or two or three thousand acres timber without mill. Address "MILL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To interest a good man with some capital to invest to take charge and operate a tub and pail factory, in St. Paul, Minn. Address for full particulars "TUB," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To purchase saw mill of about 15,000 capacity with stumpage. Prefer Arkansas, Mississippi or Northern Alabama. Address "STUMPAGE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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FOR SALE OR LEASE

Building 250 x 50, 15 feet high, with 480 feet railroad siding on one side and 200 feet on other side. Boiler room with 150 H. P. boiler. 3½ acres of ground and located in the State of New Jersey within 25 miles of New York City. Address "BARGAIN," care THE National Coopers' Journal, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—Car of M. R. 19/18" basswood heading. Address "HEADING," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

HELP WANTED

COOPERS WANTED

The Texas Company has a number of openings for First and Second-class Coopers at the points mentioned below. High wages and steady work under the best working conditions. Apply by letter or in person to any of the following Texas Company plants:

Marcus Hook, Pa., Supt. Frank Nester.
Bayonne, N. J., Supt. A. E. Manley.
Providence, R. I., Supt. A. E. Sandford.

WANTED—Immediately, a good cooper. In applying give references, wages required, etc. Address THE SILVER SPRING BREWERY, LTD., Sherbrooke, Quebec, Canada.

WANTED—Experienced man as Superintendent, and capable of running a tight barrel factory equipped with Holmes machines. A Newfoundland or a Canadian preferred. Address "E. W. R.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—One head turner, one jointer, one matcher and one pick-up man, to operate piecework on keg heading. Good wages and steady employment. Address GLADY MANUFACTURING CO., Gladys, W. Va.

WANTED—Filer and Mill Foreman for a stave and heading mill. Must be thoroughly competent to keep up heading machinery, and must have had previous experience in keeping up drum saw sawing pine staves. Nothing but a thoroughly competent man need apply. Address "FLORIDA," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—At once, a man to take charge of a hardwood slack barrel heading mill, competent to keep everything up-to-date and in good repair and running order. Mill employs 18 men, is equipped with good machinery and dry kiln, and is located in a small village with school and churches. Wages are good and mill is running steadily. No one need apply who is not a live wire and capable of handling men, as we mean business and want an A-1 man. Wire us at our expense, write, or call personally. GERMANIA HEADING COMPANY, Germania, Pa.

WANTED—Cooper for repairing wine barrels. Apply T. G. BRIGHT & CO., LTD., Niagara Falls, Canada.

SALESMAN WANTED

We want a young man with some cooperage stock experience to take a permanent position as traveler. Must have buying and selling ability. NATIONAL MANUFACTURING CO., 1926 Dime Bank Building, Detroit, Michigan.

SOUTHERN COOPERAGE COMPANY

Manufacturers of and Dealers in all kinds of **Cooperage**

MATCHED STOCK A SPECIALTY

Office and Factory, 3134-3160 Chartres Street, New Orleans, La.
MILLS, FORDOCHE, LA.

Established 1860. Incorporated 1892.



Office, Palmetto Ave., Cor. Amity St.

Long Distance Telephone, 1155 and 1156 Bergen

C. HEIDT and SON

Jersey City Cooperage
Jersey City, N. J.

Manufacturers of New Flour, Sugar, Fruit and Half Barrels. Also all kinds of New Heading, Staves, Hoops, etc.

Dealers in Second-Hand Flour, Sugar, Lard, Oil, Whiskey, Glucose and Molasses. Barrels of all descriptions. Shooks for Export a Specialty.

Factory & Storehouses, 42-56 Palmetto Ave.

FOUNDED 1850

(NEW YORK AND PHILADELPHIA)

INCORPORATED 1900

We are large buyers of Slack Cooperage
Stock of all kinds, and we want your prices

N. & H. O'DONNELL COOPERAGE CO.
BARREL MANUFACTURERS

Moore St., Water to Swanson Sts. PHILADELPHIA, PA.

E. HENNING, Inc. M. TAAFFE, Manager

STAVES, HEADING, HOOPS AND COOPERAGE
—BOTH TIGHT AND SLACK—

WE ARE NOW jobbing wire hoops and hoop steel in carloads or less, at mill price, and WE ARE supplying Wire Hoop Orders large or small, to the satisfaction of all buyers. Write Us
105 South La Salle Street, Suite 1408, Chicago, Ill.

S. H. ADAMS, Portland, Ind.

Manufacturer of **Slack Barrel Heading** from 24" down all kinds of to 17½"

WE SOLICIT ORDERS FROM CONSUMERS, FOR PROMPT AND FUTURE DELIVERIES. GIVE US A TRIAL.

Southern Cooperage Co., Inc.

Manufacturers of **KEG STAVES**

Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va. A. C. L. and Virginian Railways, Carson, Va. A. C. L. R. R., Reams, Va. A. C. L. R. R., City Point, Va., and Disputanta, Va. N. and W. R. R. and Sledge, Va., Southern Railway.

CLAREMONT - - - VIRGINIA

ESTABLISHED 1886
STANDARD HOOP CO.

Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft. Long

ALSO HEADLINERS
BAY CITY, MICHIGAN

STANDARD COOPERAGE CO.
ABERDEEN, WASH.

Manufacturers of **TIGHT STAVES and HEADING**
From KEGS to FIFTY gallon sizes. In Straight or Mixed Carloads. We guarantee our stock and give prompt shipments. Let us quote you on any size stock for your requirements.

CALIFORNIA BARREL CO.

22nd and Illinois Sts. San Francisco, California

MANUFACTURERS OF

BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

PENSACOLA COOPERAGE CO.

Manufacturers of **HIGH-GRADE TIGHT and SLACK BARRELS**

Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING

Office and Plant
DE SOTO and TARRAGONA STS. PENSACOLA, FLA.

WE ARE BUYERS OF

STAVES, HOOPS & HEADING

For Tight and Slack Cooperage

JAMES WEBSTER & BRO., Ltd. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
LONDON OFFICE—Dashwood House, 9 New Broad St., E. C.

HICKSON-ROGERS MANUFACTURING CO.

MANUFACTURERS OF

Dowel Pins, Club Turned Oak and Tight Barrel Staves Hickory Spokes

[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
PARAGOULD - - - ARKANSAS

THE MICHEL COOPERAGE CO.

Manufacturers

WINE, PICKLE and OIL COOPERAGE

ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES

SANDUSKY - - - OHIO

EMPIRE BARREL COMPANY

WHOLESALE DEALERS IN **SECOND HAND BARRELS**

Business transacted in every part of the United States and Canada. We are always in the market for all kinds of second-hand tight and slack barrels. Also white oak, gum, beech and dog heading. Correspondence solicited.

371-73-75 Clinton Street DETROIT, MICH.

REINSCHMIDT STAVE CO.

...MANUFACTURERS OF...

Tight and Slack Barrel Staves

AIR-DRIED AND LISTED

Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to QUITMAN, GEORGIA

TREXLER COOPERAGE COMPANY

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The SOUTHERN COTTON OIL COMPANY

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SAVANNAH, GEORGIA

MANUFACTURERS OF

Tight Barrel Staves and Heading

Either Air Dried or Kiln Dried, Jointed and Bundled

Also manufacturers of Tight Barrels, Kegs and Shooks for all purposes

CORRESPONDENCE SOLICITED

A. M. WELTI & BRO.

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Coal Oil Barrels

Barrels, Half Barrels, Wood-Bound Tiers, Poak Barrels, Kegs, Pails and Tubs.
All kinds Cooperage to Order.

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GEORGE H. SEAGREAVES

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34" OIL BARREL STAVES

Shorts 24" to 30" long

Prompt Shipments

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Successors to WRIGHT BARREL AND COAL CO.

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Manufacturers of

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Oil and Tallow Shooks for Export

Correspondence Solicited

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Columbia and Water Streets :: Portland, Oregon

We carry a large stock of second-hand Barrels Fir and Cider, Vinegar, Lard, Glucose and Oil Barrels Oak

We are in position to furnish you barrels for all purposes Write Us When in Need

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BUTT FLAG LONG FLAG TOP FLAG

QUALITY THE BEST AND PRICES RIGHT

Hoop Nails Hoop Staples Hoop Fasteners

Bright, Blued, Coppered or Galvanized

Write for prices and samples

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MANUFACTURERS OF
Tight Barrel Staves and Heading

IN
WHITE OAK, RED OAK, GUM and ASH

PROMPT SHIPMENT CLOSE INSPECTION QUALITY

W. T. McGLONE

(Formerly Member McGlone Bros.)

Tight Cooperage Stock

Sawed Staves a Specialty

MOREHEAD :: KENTUCKY

EXCEPTIONAL FACILITIES FOR EXPORT
50 Miles by Rail or Water from New Orleans

Gum, Ash, Red Oak, Cypress
—Tight Barrel—
Staves and Heading

Kiln Dried :: Jointed :: Circled

CENTREVILLE COOPERAGE CO.
CENTREVILLE, LA.

Save Time—Save Material
FASTEN IT WITH STAPLES



STAPLES, HOOKS,
TACKS and
SMALL NAILS
for
Barrels, Crates, Brooms,
Baskets, Boxes, etc.

Send for Booklet

Superior Tack and Nail Co.
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TIGHT BARRELS
—and SHOOKS—

EXPORT AND DOMESTIC

*Specializing on Barrels for Petroleum Oils, Cotton
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"SINCE 1890" Capacity, 2500 Packages Daily

New York Office, ST. JAMES BLDG., Broadway at 26th St.
MR. MORRIS ROSENFIELD IN CHARGE

The Harlan-Morris Mfg. Co.
JACKSON, TENNESSEE

Manufacturers of all Kinds of

TIGHT-BARREL STAVES
and **CIRCLED HEADING**

From WHITE OAK, RED OAK, ASH AND GUM

SATISFACTION
GUARANTEED

Branch Mills in
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SKUSE'S COOPERAGE ROCHESTER
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Manufacturer of
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Staves
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For all kinds
of Slack Barrels

ORDERS solicited for
straight or mixed cars.
Local coopers supplied.
Write us whether you want
to buy or sell as we know we
can deal to your satisfaction.

Address, **SKUSE'S COOPERAGE**
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SLACK COOPERAGE MANUFACTURERS OF
9 in. to 24 in.

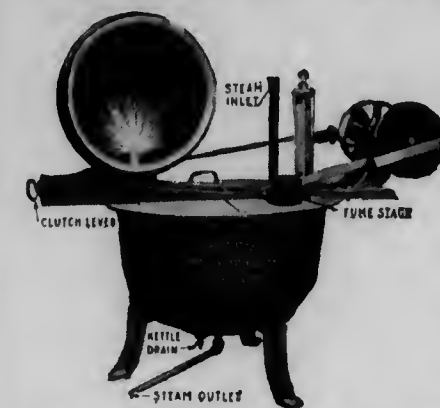


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Shooks for Export

DIRECT DELIVERY TO
SEA-GOING VESSELS

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For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. Capacity as fast as the men can handle the cooperage.

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TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied. Made of specially adapted steel in plain, bright or other finishes.

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ESTABLISHED 1861

PEKIN, ILLINOIS

Tight Cooperage, Staves, Heading
and Shooks For Domestic and Export Use

WE SOLICIT A SHARE
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MANUFACTURERS OF

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MEMPHIS, TENN.

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All Sizes
5 to 30 Gallons
in White Oak,
Red Oak and
Gum

LUCAS E. MOORE STAVE CO.
New Orleans, La.

Keg Factory: SOUTHPORT, LA.



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PRODUCES THE BEST AS WELL AS THE
CHEAPEST TIGHT OR SLACK

STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS

100% to 400% profit in Cooperage Stock
today. Be wise and purchase the
best Machinery.

Dixie Portable Gasoline Drag Saw
Present Price \$270.00 With One 6-foot Blade

Circular, Drag and Cylinder
Saws Made Since 1854

THE PETER GERLACH CO.

ESTABLISHED 1854

CLEVELAND - - OHIO

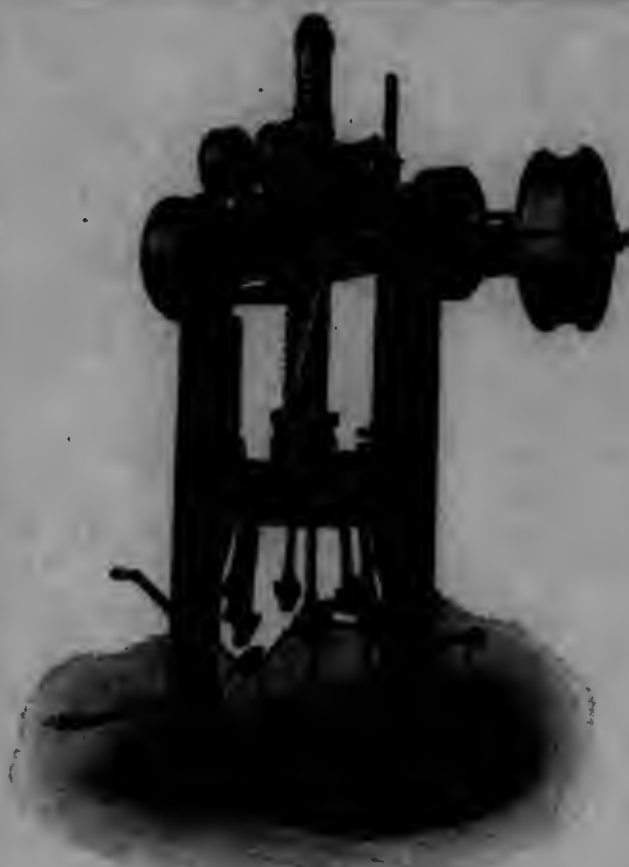


The highest point in machine efficiency is the
"Perfection" Heading-up Machine
for heading-up and hooping off all classes of slack
cooperage. Repeat orders and the successful opera-
tion of every machine sold in various parts of the
country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar
and similar barrels.

Does twice the work of a screw
machine.

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UNION STEEL & WIRE CO.

Not In Any Trust
INDIANAPOLIS, IND.

We Also Manufacture
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Write for Prices

NET PRICES — SINGLE LOOP BALE TIES
F. O. B. INDIANAPOLIS



FOR STAVES AND HEADING, BOX SHOOKS AND FOR
WOOD WORKING TRADE

TERMS: 30 days, less 2 per cent., 10 days

Length of Tie in Feet	No. 17 Bundle of 250 Ties		No. 18 Bundle of 500 Ties		No. 19 Bundle of 500 Ties		No. 20 Bundle of 500 Ties	
	Black	Galvan.	Black	Galvan.	Black	Galvan.	Black	Galvan.
2	\$0.69	\$0.84	\$0.90	\$1.05	\$0.74	\$0.89	\$0.68	\$0.83
2 1/4	.70	.85	.92	1.07	.76	.91	.70	.85
2 1/2	.71	.86	.94	1.09	.78	.93	.72	.87
2 3/4	.72	.87	.97	1.12	.80	.95	.74	.89
3	.73	.88	.99	1.14	.82	.97	.76	.91
3 1/4	.74	.89	1.01	1.16	.84	.99	.78	.93
3 1/2	.75	.90	1.04	1.19	.86	1.01	.80	.95
3 3/4	.76	.91	1.06	1.21	.88	1.03	.82	.97
4	.77	.92	1.08	1.23	.90	1.05	.84	.99
4 1/4	.78	.93	1.10	1.25	.92	1.07	.86	1.01
4 1/2	.79	.94	1.13	1.28	.94	1.09	.88	1.03
4 3/4	.80	.95	1.15	1.30	.96	1.11	.90	1.05
5	.81	.96	1.17	1.32	.98	1.13	.92	1.07
5 1/4	.82	.97	1.20	1.35	1.00	1.15	.94	1.09
5 1/2	.83	.98	1.22	1.37	1.02	1.17	.96	1.11
5 3/4	.84	.99	1.24	1.39	1.04	1.19	.98	1.13
6	.85	1.00	1.27	1.42	1.06	1.21	1.00	1.15
6 1/4	.86	1.01	1.29	1.44	1.08	1.23	1.02	1.17
6 1/2	.87	1.02	1.31	1.46	1.10	1.25	1.04	1.19
6 3/4	.88	1.03	1.33	1.48	1.12	1.27	1.06	1.21
7	.89	1.04	1.36	1.51	1.14	1.29	1.08	1.23

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Friction-Driven Trusser

The CLOUGH & WITT MACHINE CO.

CLEVELAND -:- OHIO

Manufacturers of
Improved and Patented
Slack Barrel
Machinery

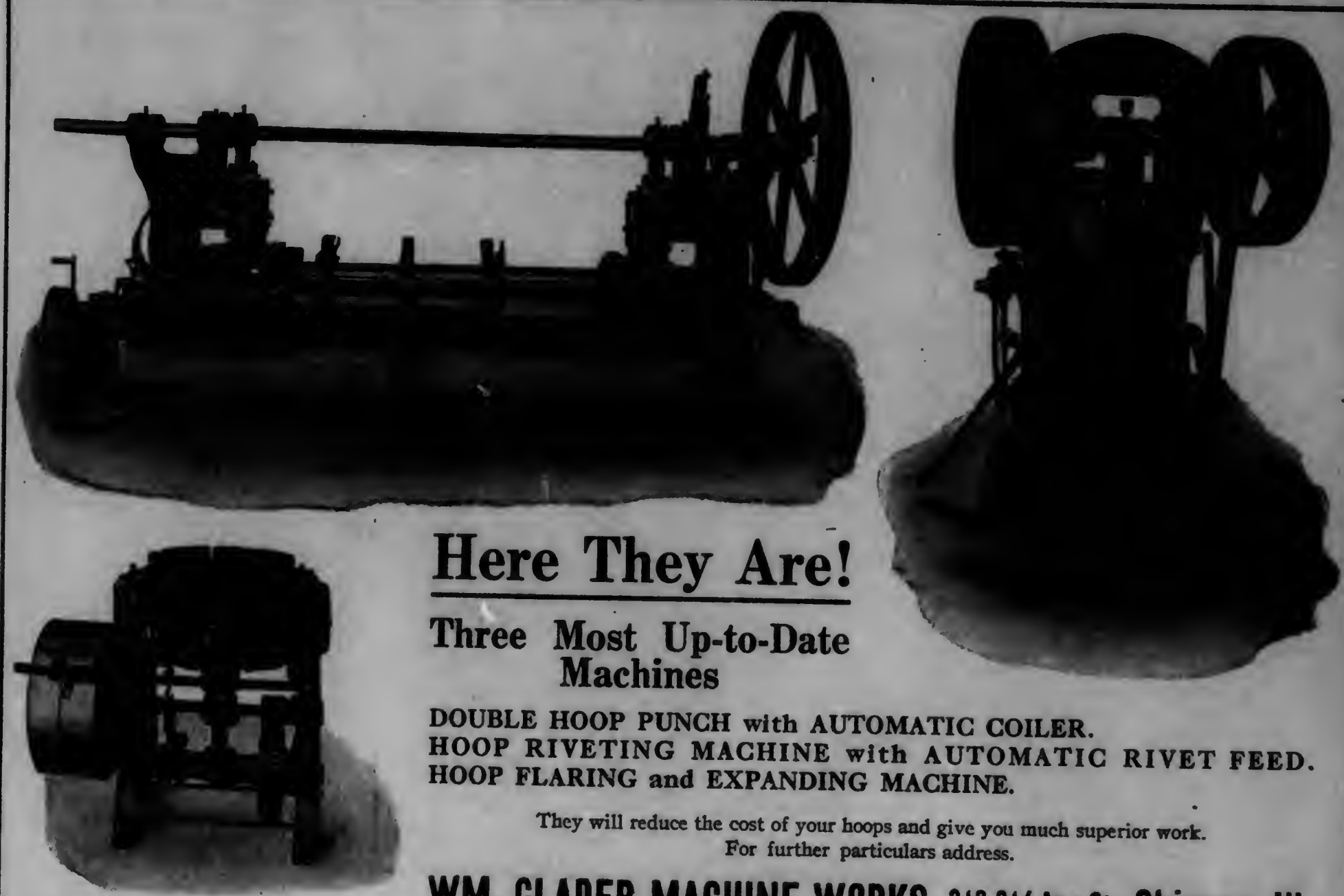


THIS IS The Jacobs' Heater

With new solid base and other
improvements, making it now

The Best and Most
Satisfactory Barrel
Heater on the Market

K. W. JACOBS COOPERAGE CO.
MILWAUKEE, WIS.



Here They Are!

Three Most Up-to-Date
Machines

DOUBLE HOOP PUNCH with AUTOMATIC COILER.
HOOP RIVETING MACHINE with AUTOMATIC RIVET FEED.
HOOP FLARING and EXPANDING MACHINE.

They will reduce the cost of your hoops and give you much superior work.
For further particulars address.

WM. GLADER MACHINE WORKS, 210-214 Ann St., Chicago, Ill.



GERLACH MACHINERY

PRODUCES THE BEST AS WELL AS THE
CHEAPEST TIGHT OR SLACK

STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS

100% to 400% profit in Cooperage Stock
today. Be wise and purchase the
best Machinery.

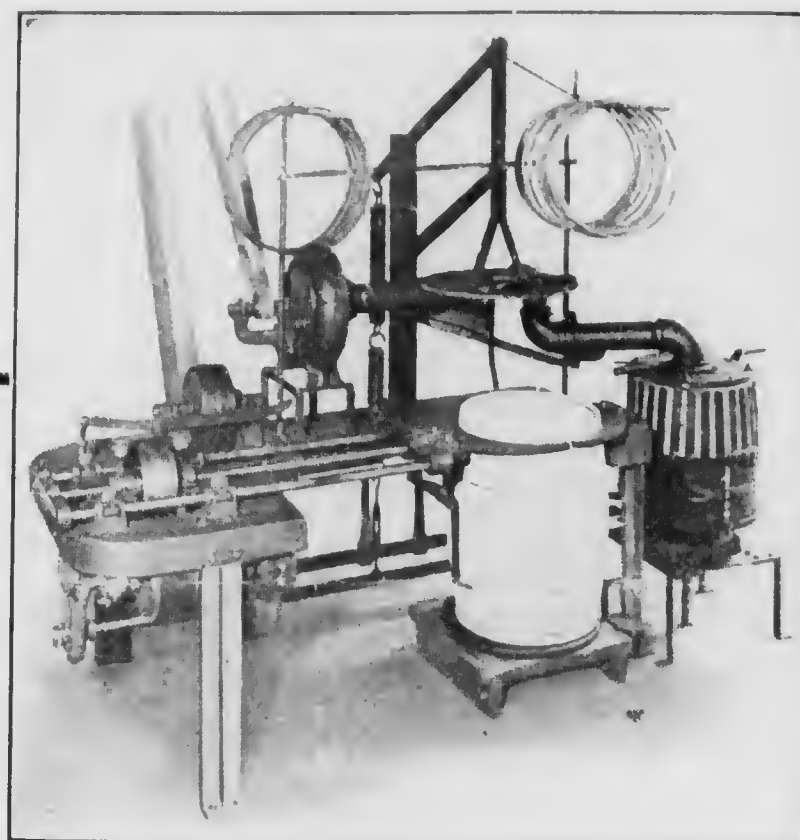
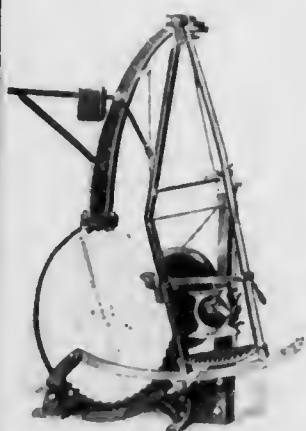
Dixie Portable Gasoline Drag Saw
Present Price \$270.00 With One 6-foot Blade

Circular, Drag and Cylinder
Saws Made Since 1854

THE PETER GERLACH CO.

ESTABLISHED 1854

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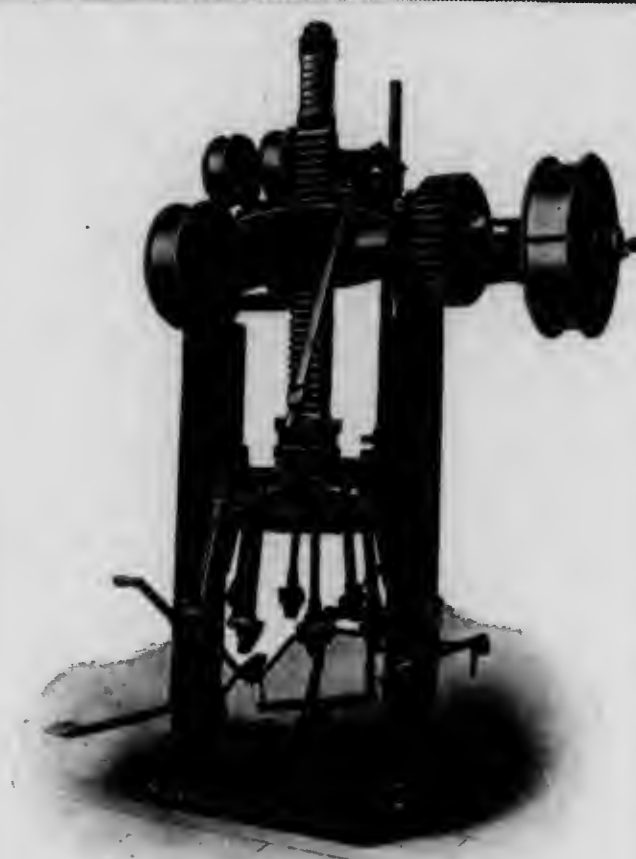
The highest point in machine efficiency is the "Perfection" Heading-up Machine

for heading-up and hooping off all classes of slack
cooperage. Repeat orders and the successful operation
of every machine sold in various parts of the
country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN
Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar
and similar barrels.

Does twice the work of a screw
machine.

Get prices and particulars from the

**COOPERAGE MACHINERY
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E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.

UNION STEEL & WIRE CO.

Not In Any Trust
INDIANAPOLIS, IND.

We Also Manufacture
Heading Ties, Coopers' Cut Nails, Basket Cut Nails and Tacks
Write for Prices

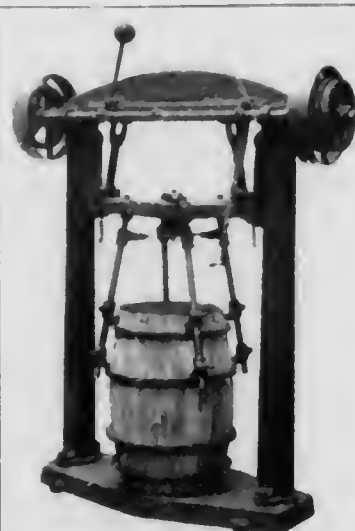
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F. O. B. INDIANAPOLIS



FOR STAVES AND HEADING, BOX SHOOKS AND FOR
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TERMS: 30 days, less 2 per cent., 10 days

Length of Tie in Feet	No. 17 Bundle of 250 Ties		No. 18 Bundle of 500 Ties		No. 19 Bundle of 500 Ties		No. 20 Bundle of 500 Ties	
	Black	Galvan.	Black	Galvan.	Black	Galvan.	Black	Galvan.
2	\$0.60	\$0.84	\$0.60	\$1.05	\$0.74	\$0.86	\$0.68	\$0.83
2 1/4	.70	.85	.92	1.07	.76	.91	.70	.85
2 1/2	.71	.86	.94	1.09	.78	.93	.72	.87
2 3/4	.72	.87	.97	1.12	.80	.95	.74	.89
3	.73	.88	.99	1.14	.82	.97	.76	.91
3 1/4	.74	.89	1.01	1.16	.84	.99	.78	.93
3 1/2	.75	.90	1.04	1.19	.86	1.01	.80	.95
3 3/4	.76	.91	1.06	1.21	.88	1.03	.82	.97
4	.77	.92	1.08	1.23	.90	1.05	.84	.99
4 1/4	.78	.93	1.10	1.25	.92	1.07	.86	1.01
4 1/2	.79	.94	1.13	1.28	.94	1.09	.88	1.03
4 3/4	.80	.95	1.15	1.30	.96	1.11	.90	1.05
5	.81	.96	1.17	1.32	.98	1.13	.92	1.07
5 1/4	.82	.97	1.20	1.35	1.00	1.15	.94	1.09
5 1/2	.83	.98	1.22	1.37	1.02	1.17	.96	1.11
5 3/4	.84	.99	1.24	1.39	1.04	1.19	.98	1.13
6	.85	1.00	1.27	1.42	1.06	1.21	1.00	1.15
6 1/4	.86	1.01	1.29	1.44	1.08	1.23	1.02	1.17
6 1/2	.87	1.02	1.31	1.46	1.10	1.25	1.04	1.19
6 3/4	.88	1.03	1.33	1.48	1.12	1.27	1.06	1.21
7	.89	1.04	1.36	1.51	1.14	1.29	1.08	1.23



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The CLOUGH & WITT MACHINE CO.

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Manufacturers of
Improved and Patented
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Machinery



THIS IS The Jacobs' Heater

With new solid base and other
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Heater on the Market

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MILWAUKEE, WIS.



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HOOP RIVETING MACHINE with AUTOMATIC RIVET FEED.
HOOP FLARING and EXPANDING MACHINE.

They will reduce the cost of your hoops and give you much superior work.
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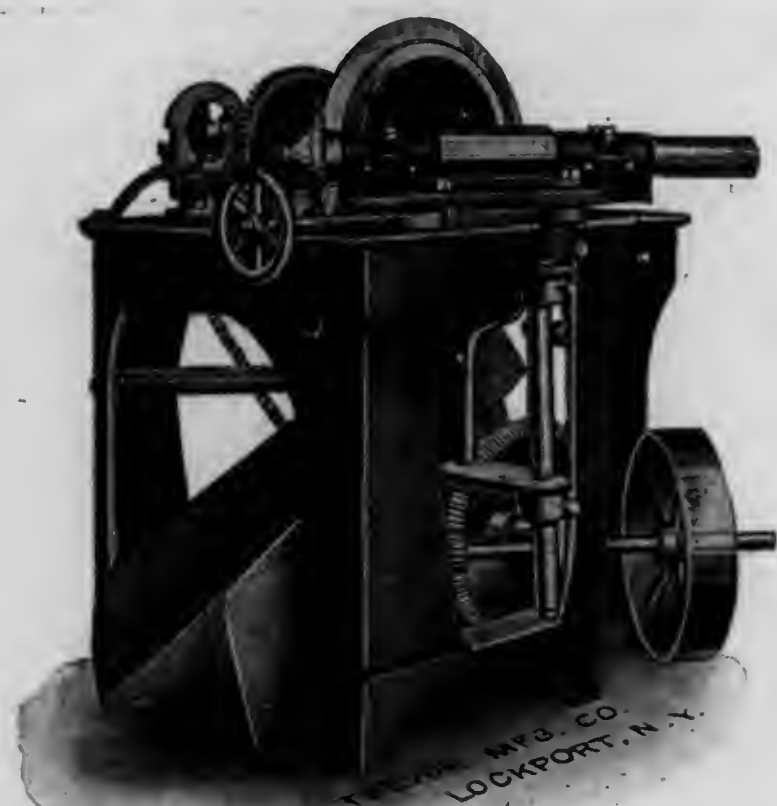
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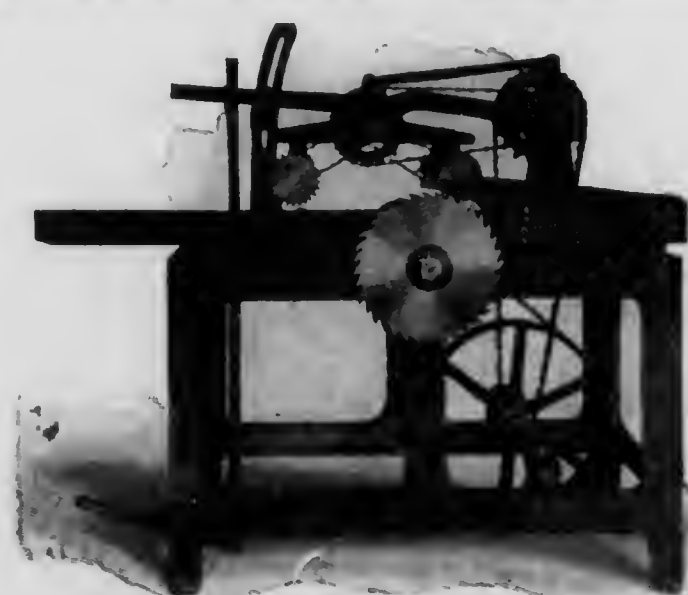
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Simple construction—one piece frame; carriage of steel and malleable iron. Light running. Built for long, hard service. Equipped with seamless saws. A practical combination of simplicity and durability.



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For tight or slack heading, in hard or soft woods. Bevel or square edge. One piece iron frame. Fastest, simplest and most perfect heading turner on the market



GIBBS STAVE LISTER

Any stave mill minus this lister is incomplete. Floor space 42" x 60". Feeds 15,000 to 18,000 staves per ten hours. Automatic feed—easily adjusted for any bilge desired. Built entirely of iron

We are ready to assist you in plant layouts, and any other matters pertaining to tight or slack cooperage production from woods to warehouse. This service is without cost to you.

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VOL. XXXVI

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Philadelphia, July, 1920

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No. 3



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Greenwood No. 5 SLACK HEADING TURNER

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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Successor to JOHN GREENWOOD

Rochester :: New York



July, 1920

THE NATIONAL COOPERS' JOURNAL

3

NOTE
We can furnish promptly
**Apple Barrel
Cooperage
—Stock—**

Remember us when wanting
Lumber and Box Shooks
in CARLOADS

J.V. WALSH COMPANY OF PITTSBURGH

We have ready to load:

One car M. R. 34" Pine Staves, $\frac{3}{8}$ " thick, $\frac{3}{8}$ " bilge, at the Virginia Mill.
Three to five cars 28 $\frac{1}{2}$ " Sawed Poplar and Chestnut Staves, $\frac{3}{8}$ " x $\frac{3}{8}$ " bilge.
Several cars good M. R. 17 $\frac{1}{8}$ " Gum Apple Barrel Heading.
Several cars No. 1, 17 $\frac{1}{8}$ " and 19 $\frac{1}{8}$ " Gum Heading.
Several cars M. R. Alabama Pine 17 $\frac{1}{8}$ " and 19 $\frac{1}{8}$ " Heading.
Several cars No. 1 Elm and Gum Staves, also No. 2's.
Several cars Gum 28 $\frac{1}{2}$ " Fruit Staves, 6 to 2.
3,800 sets M. R. Pine, 22", $\frac{1}{2}$ " thick, Slack Tierce Heading.

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Barrels

Alcohol, Wine, Oil, Syrup,
Fish, Olives and all kinds of
Casks or Barrels for Liquids

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High Grade
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Greenwood No. 5 SLACK HEADING TURNER

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

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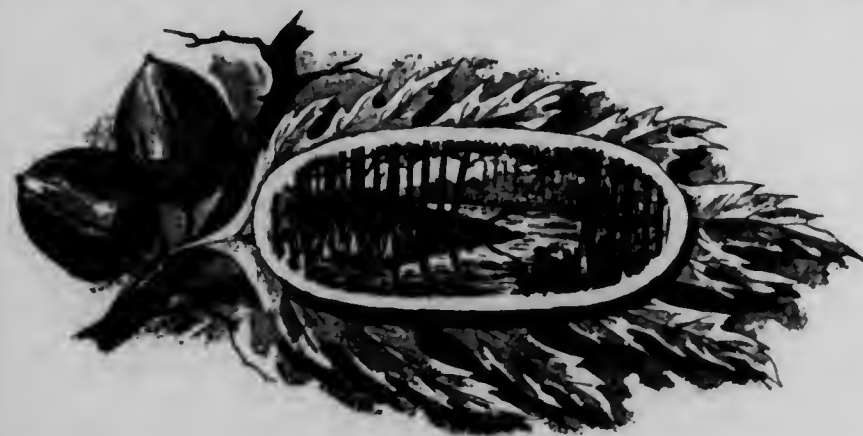
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We handle the output of several mills in the best white oak sections of the Cumberland Mountains and are prepared to give unexcelled service in every particular. TRY US.



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Headquarters for Pine Heading

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SLACK BARREL STAVES

For Flour, Sugar, Cranberries, etc., they are unequalled. We feel that our experience fully capacitates us to handle all business to the entire satisfaction of our customers. A trial order will convince you.

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STAVES HEADING HOOPS

And require "Stock of Quality," you
can get it QUICK by sending
your orders direct to our
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FORT WAYNE
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Established
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CARS OF APPLE BARREL STOCK



SPEED RECORDS

ARE MADE BY **Whitney Barrel Stave Sawing Machines** AND WITH.....

They cut staves true to circle, no matter how fast you crowd the bolts through—no wasted timber—no culls. The cylinder saw is perfectly balanced and its steel is of exactly the right thickness to stand true when traveling fast. The carriage and base are built to stand the strain—there can be no vibration, even at top speed.

The Stave Gauge Board can be set as quick as a wink to take off a thick or thin slab from a crooked bolt. That accounts for many a stave in a day's run. We make a specialty of resteeing Cylinder Saws. We guarantee our work.

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PRODUCES THE BEST AS WELL AS THE
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**STAVES, HEADING, KEGS,
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100% to 400% profit in Cooperage Stock
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Dixie Portable Gasoline Drag Saw

Price with 1 Saw Blade and Dry Battery Ignition System	\$270.00
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Price Extra 5 or 6-foot Saws, each	12.00
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**Circular, Drag and Cylinder
Saws Made Since 1854**

THE PETER GERLACH CO.

ESTABLISHED 1854

CLEVELAND - OHIO

The National Coopers' Journal

THIRTY-SIXTH
YEAR

Philadelphia, July, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 3

New Orleans Reports Sugar Refineries Anxious to Cover Their Cooperage Requirements

The whole country has been suffering from a sugar shortage, and many canning and preserving plants in this section have been particularly hard hit, but even in the midst of this distressing sugar famine the demand for sugar barrels and stock has been pretty good, in fact better than common at this time of the year. Several large refineries here have been running more or less on imported sugars, and while their output has done but little to relieve the sugar shortage, they have used a good many barrels.

No Unusual Conditions in Molasses and Syrup Barrel Lines

The number of molasses and syrup barrels used lately has not been large, but this is not an alarming condition, for it has happened in the past that there have been weeks and weeks in the spring and summer when no syrup or molasses barrels at all were made or handled here.

Want to Be Prepared

The cane crop has now made sufficient progress to enable the planters to make a reasonable guess at the extent of their crop, and of their cooperage requirements. Some have already placed their contracts for cooperage, and others are pretty anxious to cover. They do not really anticipate any great difficulty in getting supplies, but conditions in all lines of work are so unsettled that they feel better when they are on the safe side, and have fair-sized contracts placed with good concerns. Times with them are not really so bad, but they are very different from the good old days when salesmen were huddling against each other for their business.

The Question of Stock Deliveries

Transportation facilities are not of the best even now, and frequently the alarm is raised that later on the railroads are going out of business altogether, or, what amounts to the same thing, that the worst car shortage on record is approaching. Whether the fears of the alarmists are realized or not, it is certain that conditions will be had enough, so the way to make a hit with the users of stock is to promise early deliveries, and then keep your word.

The Southern Cooperage Co. people say that business is light, but you would never suspect it from a look in at their shop, as they always have a good supply of stock on hand, and are usually getting in more, and are making daily deliveries of barrels. They have many customers on their books, but if all their outside customers should fail them for a time they could still keep going, for Mr. Chris Reuter, president of this concern, is one of the largest shippers of vegetables in this city, and it would keep an ordinary shop busy to supply him alone with barrels. His requirements are mostly of the produce grade.

In Spite of Ups and Downs, Produce Barrel Season Has Been Good

The vicissitudes of the vegetable barrel business have been greater than common this year. Sometimes the business has started off with a rush, and then, when it seemed the most promising, it has suddenly stopped dead, with the certainty that it would again waken into active life at the most unexpected moment. All these changes were due to weather conditions, some days suitable for farm labor and the gathering of crops, and some too bad for field work of any kind. The problem of keeping the right amount of barrels on hand has been a difficult one to both the cooper and the shipper. The produce barrel trade has looked very discouraging at times, but still the volume of business has been large, for the shipping season has been prolonged indefinitely.

Farmers and the Motor Truck

The bulk of the vegetables being shipped now go out in crates, but although it is not in the majority the barrel is well represented, so the demand may be said to be a little better than common at this season. Some of the large shippers and commission merchants have motor trucks that visit the farms collecting prod-

uce, and some farmers off the railroad or watercourse, make deliveries by their own trucks or wagons, and the commonest loads seen along the country roads are barrels, anywhere from half a dozen to two dozen to the load, coming to town. The farm wagon, after a visit to the market, usually stops at the shop for a few barrels to take home.

Cottonseed Oil Barrel Demand Is Active

Supplies of cottonseed are still coming in, and so business is pretty active at the plant of the Chickasaw Cooperage Co. Theirs is the big shop, just across the river in Gretna. There they have plenty of yard room, and with switch tracks and loading platforms on two sides of their shop they seldom have less than half a dozen cars loading in or out at any one time.

Some of their best customers are their immediate neighbors, the manufacturers of such cottonseed products as oil, oleo and butter. It would make you feel at home to be where so many barrels are made and used.

Where the Second-Hand Barrel Is Above Reproach

Often as not in crossing you see the ferry bringing over wagon or truck loads of barrels that look new, smell new and are quite as good as new, but which are in reality second-hand, collected from all over the city by men who make their trips as regularly as the milkman, and completely overhauled. When a barrel is sold and accepted in Gretna as a container of food products you may be sure it is all right, and you need not fear to eat anything it contains. These cottonseed oil people are above reproach, and the coopers they do business with are the same way.

Still, the atmosphere in Gretna is so highly charged with brimstone that you might infer that someone there had been discussing the labor situation, but the responsibility rests with certain chemical factories in that vicinity, and the stranger is quite willing to move on.

Why Some Manufacturers' Stock Can Always Be Recognized

A little further up the river is the plant of the Union Stave Co., where you will generally find them doing as much business as the supply of timber will permit, which is usually considerable. The mill itself is so well protected by the levee that it, together with the extensive yards, is perfectly safe, regardless of the stage of the river, but high water is an impediment by flooding the timber areas. You can generally recognize barrels made from their stock, for their products are exceptionally white and clean, regardless of the grade.

Texas Oil Company Always in the Market for Barrels and Stock

In this vicinity are extensive plants handling petroleum products, and using barrels all the year round. The busiest of these plants is that of the Texas Oil Co., one of the big buyers of cooperage and stock. Always in the market, and always calling for the best in their line.

The Fish Barrel Trade

Canals spanned by drawbridges and connecting with the river by locks, are numerous along the river road, and at the head of each canal are landings where fish and other sea foods are handled in large quantities, and where the demand for fish barrels is usually good.

The Export Trade

Along the river front on the city side the great stave yards still show some signs of life. Occasionally trainloads of heavy oak staves are being unloaded, and now and then a cargo is loaded out, usually for Spain, for other European countries have no money, and if they did have money the exchange rate is too greatly against them.

Yes, There Are Fortunes Made in the Cooperage Business

In this oak staves section of the city the name of the late Edward J. Bohet still is, and will long remain, a household word. An inventory of his estate was re-

cently filed in the civil district court, showing that he left property worth \$524,000.

A Reforestation Bill for Louisiana

Not long ago Commissioner Alexander sounded a warning to the people of the State by declaring that the forest resources of Louisiana would be exhausted in twenty years, and the General Assembly took the matter under advisement at once. A bill that is now being considered, with good assurance of passage, provides for a reforestation Division of the Conservation Commission, and for regulations that would insure the planting of a young tree to take the place of every one cut down. This bill was not the dream of theorists, but was drawn by some of the leading timbermen of the State. The money for reforestation will be appropriated from the two per cent. severance tax to be levied on all natural products.

CAR SITUATION RESPONSIBLE FOR PREDICTED LOW WHEAT AND HIGH FLOUR PRICES ON NEW CROP

According to Ben F. Hargis, first vice-president of the Kansas City (Kan.) Board of Trade, "high prices to the consumer and comparatively low prices to the producer is the prospect now confronting the wheat and milling industry of the United States for the new crop year."

"That will not mean," said Mr. Hargis, "a greater margin of profit for the terminal handler of wheat. In fact, it is probable terminal operators will be forced by competition to operate at an abnormally small margin of profit. The country dealer or buyer of wheat, on the other hand, will be forced to purchase grain from the producer at a sharp discount under the prevailing terminal market level."

"The breakdown in transportation is basis for that condition. Without early hedging, by which the country grain dealer can safeguard himself against purchases from the producer at high prices, together with the prolonged delay experienced in obtaining cars, which will force interior handlers to operate under handicaps, it is apparent he cannot hazard purchases from the farmer at a price prevailing on the nearest terminal market minus freight and cost of handling and a small profit. Very erratic price changes on markets may be expected, owing to transportation conditions and the pooling into a single unit of the enormous purchases by foreigners."

"The country dealer may buy at a fairly high level, at least the new crop will open at a comparatively high figure, and during the time he holds the grain awaiting cars, prices at the terminals may suffer sharp reaction. Every effort should be made by carriers to relieve the car shortage in the wheat-producing belt, as only that will tend to place the consumer price on a near parity with the producer price."

Report from Kansas City, June 22d, touching the wheat situation, says:

"Despite a crop and carry-over of wheat in the United States of approximately 1,000,000,000 bushels, which is the present prospect, the grain and milling interests of Kansas City generally are bullish. Considerably higher prices than prevailed on the last crop are expected for the 1920-21 crop year."

"Close observers of wheat trade conditions do not hesitate in forecasts of a \$4-a-bushel market for the grain before the end of 1920. If that level is reached, and it is significant to note that most offers to wager 'even money' that such a level will be reached are refused, it will mark a new high price era in the history of the grain and milling industry of the country. A \$4-wheat market will mean flour to the consumer at close to \$20 a barrel."

"Millers and other buying interests are pursuing a cautious policy in contracting for new crop wheat. Usually at this time of the year, on the eve of a heavy movement to market, large quantities of new wheat have been contracted for July, August and September shipment."

"Numerous bids now are in the market for deferred deliveries, but buyers are demanding sharp discounts under the cash or spot market, and county operators are unwilling to sell on that basis."

"Exporters are buying sparingly, with bids around \$3 a bushel, basis New York and Baltimore, for No. 2 hard or red winter."

Louisville Reports Transportation Conditions Improving, with Resultant Effect of Quickening Cooperae Shipments

The greatest drawback to barrel business has been in the rotten traffic situation, especially in the East, which has been blocking shipments of finished barrels and kegs from local cooperae plants. However, the situation is showing steady improvement, and cars are in better supply, with the result that movement is picking up rapidly. Demand for barrels and kegs has been good all spring, and no complaints are being registered on that score among the tight cooperae.

Stock Manufacturing Conditions Vary in Different Sections

Production of tight staves and heading has been off all spring, and stocks are low and prices high. The Louisville Cooperae Co. operations in Louisiana have been down for months, and while they had expected to resume about June 1, high water held things in check and according to officers of the company July 1 will be about as early as the mills can resume. The company has reported good operations at its eastern Kentucky mills, which have been getting in full time for some months past, and making an excellent showing as a whole. Labor has been high and a bit scarce, but has been procurable. The Chess & Wymond stave plant in the Delta district has also been having much trouble with high water, but the Chess & Wymond operations in Arkansas have been doing nicely, as roads have dried out, and conditions are good there, except for labor being a bit scarce.

Milling Trade Awaits New Wheat Crop

In the slack field things have been a bit dull during the spring, but are improving. The flour package demand is off just now, as the Ballard & Ballard mills are down until the new wheat crop, about July 15, and the Louisville Milling Co. will wind up the season about July 1. Mills through the South are generally down for the balance of the crop year.

Excellent Outlook for Produce Barrel Trade

Prospects for produce barrels are excellent. Leading cooperae men after investigation have found that the potato acreage is about twenty-five per cent. greater than normal, due to high prices and heavy planting, while growing conditions were good, and a bumper crop is in prospect. Indications are that there will be very heavy early shipments to the North and East to take advantage of high markets there. Digging is starting and car lot shipments will begin moving about July 5th. For the first two or three weeks of the movement skins are so tender that shipments are barreled, and shipped in car lots, instead of car lots bulk, as is the case later in the season.

Apple Crop Promises Heavy Packing

Fruit prospects look good also to the cooperae trade, it being reported that while the apple crop is not especially promising in some sections, it is good as a whole, and indications are for heavy packing in the fall. As a whole the slack cooperae are facing a good season, and have no complaint to make with the future prospects.

Will Boom Southern Ports for Export Shipping

If export shipping of tight cooperae stock ever gets well under way there is a strong indication that Southern ports will secure a heavier play, there being a strong movement in the South to ship through its ports, saving long hauls, and congestion in the eastern centers. Again, water rates are cheaper as a whole, and considering shorter hauls to Southern ports and Gulf ports, the proposition looks good. A delegation of more than sixty Southern port boosters were recently in Louisville in an effort to increase movements through the South, which would aid the country generally.

Embargoes Only Drawback to Barrel Business

J. N. White, of the Louisville Cooperae Co., in discussing the tight barrel and stock situation, remarked that embargoes were the only drawback on barrel business to the East, and that high water in the company's Southern operations was the only drawback to stave and heading production. Otherwise everything has been fine except for slight shortage of steel hoops.

Soft Drink Trade Increases Barrel Demand

E. O. Smith, of the Smith Cooperae Co., reported good business, with excellent prospects for an active summer and fall trade in view of the steady demand from various industrial and business concerns, increased demand from soft drink houses, and good prospects for flour, produce and fruit business.

New Railroad Connection Will Help Stave and Heading Shipments

It is reported that the Oneida & Western Railroad Co., which is building from Oneida, Tenn., to connect with the L. & N. at Greensburg, Ky., is planning to come through Columbia, Ky., which would open up commerce and give an outlet to a good stave and heading producing district, which has always been held in check by long road hauls to depot. Columbia, although a good little town, and boasting of some woodworking enterprises, is twenty miles off a railroad.

Why the Cooperae Man Is Glad He Uses His Wood Waste for Fuel

The cooperae industry is extremely fortunate in that it uses its wood waste almost exclusively in raising steam for its operations, in view of the fact that low grade mine run coals are now costing \$5 and \$5.50 at mine, and good grades as high as \$10 at mine. A local barrel man in discussing the fuel situation remarked: "I'm extremely glad that I don't have to depend on that bunch of high binders. I feel sorry for concerns which are filling contracts and which have met with a six to seven dollar a ton increase on fuel. Something to be thankful for, anyway."

Excellent Business in Varnish Line

The Louisville Varnish Co. reports that it is operating at full capacity and that business is excellent. The same sort of reports are being issued by the General Varnish Co., Jones Dabney Co., Sun Varnish Co. and other large manufacturers. The Kentucky Color and Chemical Co., manufacturing dry colors, reports that it is now operating on a good capacity basis, and has made excellent sales arrangements. The latter concern packs in slack containers. Col. P. H. Callahan, of the Louisville Varnish Co., has gone to San Francisco for the Democratic national convention, and will look over plans for establishing a branch varnish manufacturing plant at that point.

Kentucky Has Big Increase in Oil Refineries

A change was recently made in the official family of the Standard Oil Company, C. T. Collins resigning as president and becoming chairman of the board of directors, while Sam Coons, former vice-president and district manager, was elected president. The company is operating a large refinery at Louisville and is enlarging it rapidly. It is reported that there are now eleven refining plants in the State, as against one three years ago.

Southern Hardwood Traffic Association Has Change of Secretaries

A. A. Egle, of the Louisville office of the Southern Hardwood Traffic Association, and secretary of the Louisville Hardwood Club, has resigned and become connected with the sales department of the R. H. Humphrey Co., hardwood operators of New Albany. J. S. Thompson, manager of the Louisville division of the Southern Hardwood Traffic Association, has been named secretary of the Hardwood Club.

Milling in Transit Argument Still in I. C. C. Hands

The milling in transit argument of the Louisville lumber and cooperae interests along with those of Nashville, Memphis and Evansville, is still in the Interstate Commerce Commission's hands, although the action of the Southern Railway Co., in according the privilege at Louisville is making the fight of the shippers much easier than it would have been otherwise.

Extra Heavy Penalty for Violating Child Labor Law

A general campaign is being undertaken by Pat Fildern, State labor inspector, to prevent working of children under sixteen years of age, and also to prevent violation of the hours that women shall work. Attention has recently been called to a section of the Federal tax laws, under which a violation of the child labor law may bring forth a penalty of fifty per cent, in addition to the regular tax. Child labor laws have now reached a point where it is not safe to take chances and burden of proof rests with the employer alone, so that it is up to him to be sure.

Wayne Machinery Company Locates in Louisville

The Wayne Machinery Co., Fort Wayne, Ind., large handlers of woodworking and cooperae machinery, both new and used, has opened a branch house at Louisville to handle the lines in Kentucky and southern Indiana, this branch being at 121 South Third Street and in charge of L. Kenner, who will handle transmission machinery as well as cutting machinery.

OPPOSES FISHERIES TREATY

Should the proposed fisheries treaty between the United States and Great Britain be ratified, "it is beyond peradventure that within five years thereafter, neither upon the North Atlantic nor Pacific will there be a vessel in the sea fisheries under the American flag," Chairman Jones, of the Senate merchant marine committee, declared in a letter to Secretary Colby, made public at Washington on June 24th by the Senator.

The letter was in reply to one from Mr. Colby regarding a proposed treaty between the United States and Great Britain, which would grant Canadian fishing vessels preferential privileges in ports of the United States, with freedom from port dues or charges, now exclusive prerogatives of vessels of the United States.

MEMPHIS REPORTS OUTLOOK FOR COOPERAЕ ACTIVITIES BETWEEN NOW AND AUTUMN SEASON IS REASSURING

June finds a considerable improvement in weather conditions and room for out of doors operations in cooperae territory. As a consequence the manufacturers are very busy. Several trade conferences have been held in Memphis the last few days with good attendance at each. Tight cooperae operators report that they have about all they can do but have been operating under severe handicap until very lately in getting raw material, and to a lesser extent in moving finished stock, but the railroad situation is gradually improving. In slack cooperae a good demand is reported all along the line, fruit cooperae, flour barrels and produce shoos all being in good demand and with prices stiff while the demand for hoops is first class. Pine barrel heading is a little out of season, but some contracts in that department are being filled. Further southward export activities are active and there is a good western trade going on between the Central South producers and the Pacific Coast. The outlook for trade activities in almost every direction between now and the autumn season is reassuring.

Hoop Manufacturers Start Movement to Speed Up Production

The first Group conference held in Memphis, June 16th, was that of the hoop manufacturers, the leading theme of which conference was a nation-wide movement by hoop manufacturers to speed up production and then meet the demands of autumn crop harvests. There were present at the Gayoso Hotel hoop manufacturers from Arkansas, Mississippi, Tennessee, Illinois, Michigan, Indiana and Ohio. Heavy rains throughout the South was the report that all manufacturers brought to the meeting. The movement of logs, they say, was so restricted that a shortage in materials was caused. V. W. Kraft, St. Louis, secretary of The Associated Cooperae Industries of America, was present at the conference. It is said that recent restrictions of credit have affected the industry to a considerable extent, but means have been found to offset this handicap.

Apple Barrel Demand Will Call for Hoops

It is estimated that the apple crop will force a gigantic increase in barrel demand, and in preparation for this meetings are being held throughout the country. E. C. Morrison, Mound City, Ill., was chairman of the meeting. M. C. Smith and A. J. Harris, of the Tennessee Hoop Co., represented the two Memphis factories at the conference.

Tight Stave and Heading Manufacturers Discuss Transportation

On Thursday, June 17th, the tight stave and heading group held a conference. Henry Wrape, the veteran from St. Louis and Paragould, Ark., presided at this meeting, and a number of well-known operators in that branch of the industry had come in over night and most of them were in town Friday, June 18th.

Plans to Supply All the Apple Barrel Stock Demand

Co-ordination of the departments was the subject discussed at the tight stave and heading meeting. Transportation also came in for discussion. Secretary Kraft left Memphis, Friday, June 18th, for a series of conferences in other cooperae manufacturing centers in the South. It is believed under the plans discussed at Memphis and suggestions offered that production can be brought to the point where none of the fruit crop will suffer from lack of containers.

MINNEAPOLIS FLOUR REDUCED

According to a report from Minneapolis, Minn., June 23, a lower wheat market during the week of June 21st was responsible for a decline of twenty to thirty cents a barrel in the price of flour on the Minneapolis market. At the mill where the quotation for family patents was down twenty cents flour dropped to \$14 a barrel, and \$14.55 was the price obtained by the mill that sold flour at a thirty-cent. reduction.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperae Industry



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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperae industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

Max Fleischer, Memphis, Tenn.
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Birmingham Cooperae Company, Birmingham, Ala.

Cider men have their eyes on the apple crop.

The Southern sugar refineries are reported as anxious to cover their cooperae requirements.

The soft drink barrel demand, it is expected, will be a big factor in the summer business of the cooperae trade.

According to all reports received, the apple crop up to this point has come along remarkably well and the outlook for the final harvest is exceedingly promising.

In spite of its ups and downs owing to weather conditions, the produce season has netted the barrel trade a goodly volume of business, according to southern report.

Since the beginning of the world war in 1914, the United States has rolled up a trade balance of approximately \$17,000,000,000 against the world, according to trade balance figures just issued by the Department of Commerce. This exceeds by several billions of dollars the total balance in favor of the United States from 1875 to 1914.

"The wooden barrel is the most sensible container ever thought of for almost any purpose." So writes a barrel-using farmer in a recent letter to Secretary Kraft, of The Associated Cooperae Industries of America. Judging from the many uses to which the said farmer has put the barrel he is well qualified to voice the sentiment given above.

Understand the union plumbers of Wichita Falls, Texas, who are striking for \$15 a day must make the momentous decision of going back to work at their old wage of \$12 a day or be outlaid by the other crafts. "Haint union men gettin' cruel to each other these days," was the sad outburst from the JOCKAL's wee office boy when this latest strike news was received.

What "quality" stock means throughout the barrel-consuming trade, and what the use of "quality" stock by barrel manufacturers means, so far as the reputation of the wooden barrel is concerned, is borne out most convincingly by a recent report covering the output of a Southern stave company. The report says: "You can always recognize barrels that are made from this com-

pany's stock, for their products are exceptionally white and clean, regardless of the grade."

Increased cooperae stock or barrel prices do not deter buying, the principal concern of all users of cooperae and cooperae stock being to get their needs supplied, regardless of price, which condition of affairs, as C. M. Van Aken, of the C. M. Van Aken Cooperae Co., New York, says in his report this month, proves that users of barrels are acknowledging the barrel's superiority over substitutes, and that they are also willing to concede that the cooperae man has a right to cover his increased costs by a corresponding increase in his manufactured output.

If the apple barrel trade fails to have all its cooperae requirements taken care of, it will not be because the stave, hoop and heading manufacturers have not done their level best in the way of striving to take care of their needs. The delayed placing of apple barrel orders by the growers, and therefore the waiting attitude on the part of the apple barrel cooperae, so far as placing their stock orders is concerned, puts an extra heavy pressure on the stock manufacturers, which, to their credit, it must be said that they are struggling gallantly under, striving in every way to overcome and to minimize the handicap under which they are working.

The past has no value except as a teacher. If one has not learned the lessons which the fleeting years have taught, remorse and regret will yield no returns. Today is always given us to do what we did not do yesterday, if we discover what we should have done yesterday was the good and the right thing for us to have done. This goes for the barrel man who is sorry he did not begin to advertise his trade package a good many years ago, and feels in consequence of his negligence that his business is in a precarious condition. To all such the JOCKAL says, fear not, neither regret, but buckle right down now and do the things you should have done in the days that have past, and you will be surprised to see how well you will weather the years ahead.

What transportation means to the life of the nation, business and otherwise, is being alarmingly proven every day, and that this is the greatest problem of the hour there is absolutely no doubt. The waste and loss in foodstuffs alone, by the ruthless handling and distributing of shipments, where such shipments are taken from refrigerator cars and left far from points of destination to be carted by consignees, if they can secure facilities for carting, is such as to arouse all thinking men to the menace that confronts us unless a speedy and sure salvation is afforded in the proper adjustment of our transportation situation. That all such thinking men are alive to conditions as they exist, that they foresee the future clearly, and that they are bending all efforts towards adjustment, must be acknowledged, but just when and what the results of their efforts will be it is impossible to predict.

USERS ARE FINDING BARRELS PROFITABLE INVESTMENT, NO MATTER WHAT THE RULING PRICE, SAYS C. M. VAN AKEN

The business of the past month demonstrates that the people manufacturing barrels "want what they want: when they want it," and, furthermore, they seem willing to pay to get it. I am not sure of the degree of willingness, but I am sure that they separate themselves from their money for cooperae when they want it, in a manner almost unbelievable.

Had anyone told me a few years ago that in 1920 barrel makers would pay over \$60 for hoops, I would have considered that person a fit candidate for a lunatic asylum, but today \$60 for 6 foot hoops seems as cheap as \$5.75 did when along about twenty years ago we were selling them for \$6.00.

Last fall it was the opinion of many that the raising of the price of hoops beyond the \$25 mark was driving the barrel out of existence, but evidently the poor fellow using barrels has found, in spite of all the disadvantages in using them, he is better off by continuing their use than by adopting substitutes, so the month of June has found us with a heavy demand for all kinds of cooperae.

The people who would not buy barrel material upon last fall's cooperae prices are now placing orders at the present market price, because they have found out that barrels made from stock purchased today can be profitably disposed of.

Although the placing of orders has for the above reason been more or less delayed, and shipments too have been held up in transit, still the month of June has not shown any particular suffering on the part of

the cooper for lack of stock, but as July approaches when we know that increased barrel deliveries will be required, it is quite probable that some cooperae will be tempted to say things about railroads and cooperae shippers that will be anything but pleasant to hear.

The shippers cannot forward material without cars in which to load it and they cannot get it to the destination if the railroads are so tied up that they cannot take it through.

Those of us who are riding on passenger trains that are well manned and that take us to our destination on time do not realize the crippled condition of the freight end of most of the large railroads.

We read a newspaper account of a railroad strike and then get on one of these well-equipped trains and consider that the reference to strikes is merely newspaper articles. However, those of us trying to move freight have our minds indelibly impressed with the fact that the published articles are but a small part of the reality.

Embargoes are in existence against most Eastern points and in order to move any freight at all, permits must be secured, which permits are handed out decidedly sparingly. There is but little chance of improvement in sight and the time for increased deliveries is approaching. Therefore, it will not be surprising that the cooper without stock will think and say things that he would not want to repeat before a Sunday school class.

Crop conditions are promising, and with the handicaps before us, it is obvious that an interesting time in the cooperae business is also promising.

PRESENT DEMAND AND PRICES SUFFICIENT INCENTIVE TO ENCOURAGE INCREASED PRODUCTION OF COILED ELM HOOPS, IF IT CAN BE DONE, SAYS WALTER C. HARTMAN

The situation in regard to slack cooperae stock is about as tense and uncertain as the foreign money markets or the national political situation. The weather, which has behaved very badly for the stock manufacturer during the last year, is doing a little better. We have reports from the Southeast, Southwest and South indicating that dry weather is at last permitting mills to operate somewhat near normal, where timber supply is available. This is also true in regard to the Central States.

The remarkable scarcity of coiled elm hoops will surely affect the demand for staves and heading unless production can be increased very quickly. Barrels cannot be manufactured without hoops; steel hoops are not used except in large machine shops and the mills are manufacturing these very slowly. Unfortunately, the wire hoop production cannot keep up with the demand, although the manufacturers promise relief in the immediate future. When more wire hoops come on the market it is hoped there will be enough elm hoops manufactured to at least supply the head hoops for barrels. The wire hoop cannot be used on the chime.

Some orders for barrel stock have been cancelled since the necessary hoops could not be obtained. The present situation encourages substitutes, at least temporarily, but it is well known that the hoop manufacturers are doing all in their power to produce stock. Aside from the needs of the trade, the present price of elm hoops is sufficient incentive to encourage production.

RULING PRICES DO NOT COMPENSATE FOR UNFAVORABLE MANUFACTURING CONDITIONS, SAYS JAMES INNES

Production at the mills has been very light during the month of June, and the consequence is, that instead of stocks accumulating, they are being still further depleted. The unfavorable weather has curtailed the receipt of raw material at the mills, and the unsatisfactory labor conditions have curtailed the production at the mills, even where the raw material was available, with the result that prices instead of declining, are going still higher. Therefore, present business is very unsatisfactory to the producer, even with the high prices.

The cost of production is higher than it has ever been in the history of the trade. While the production at the mills is only about 50 per cent. of normal, overhead expenses are increased, salaries are higher, and permanent staffs have to be maintained, even when the mills are only producing to half of their capacity.

There is a scarcity of hoops and heading at the present time, and this is not likely to be overcome in the near future.

Export demand is increasing all the time, even with unfavorable freight rates, and rates of exchange lower than they have ever been. The difficulty at the present time is to keep the trade supplied with a sufficient quantity of material to keep their plants going.

PLAN FOR A DAY AT THE FOREST PRODUCTS LABORATORY DECENNIAL CELEBRATION

In June, 1910, out of a scattered and unorganized group of laboratories in various parts of the country, the United States Forest Products Laboratory was instituted in its present location at Madison, Wis. In commemoration of that event a Decennial Celebration is being planned for July 22-23 in which all who have aided the laboratory to become the power for economic good which it is today, who have profited from the efforts of the laboratory staff, or who are interested in the success of the laboratory, may have an active part. The purpose of the festival is to acquaint all who can be present not only with the daily working operations, problems and successes (yes, and recreations) of the laboratory, but also with the beautiful lakes, hills and woods among which the city of Madison is situated.

The program is not yet complete in detail, but an outline can be given to show how full, yet how varied and attractive, will be the two days of the fete. The morning of July 22d will be devoted to meeting old friends and making new acquaintances. The gathering will be formally opened with "keynote" addresses of welcome by speakers of national importance. In the afternoon the laboratory will be open to inspection from end to end. There will be personally-conducted tours in all the departments in order that all who wish to may "see the wheels go round." Besides visits to the laboratory, automobiles will be provided for extended trips to show the guests the beauties and good roads of Madison and the surrounding country.

In the evening there will be a banquet for those attending the celebration. This will be followed immediately by addresses from noted men who have been influential in aiding and promoting the work of the laboratory. The general public is invited to hear the speakers.

You are cordially invited to attend the
DECENNIAL CELEBRATION
of
THE FOREST PRODUCTS LABORATORY
at Madison, Wisconsin, July 22 and 23.
For program and reservations, address
Executive Secretary, General Committee,
Cantwell Building, Madison, Wisconsin

The morning of the 23rd will be devoted to informal gatherings to hear talks by the experts of the laboratory staff. Those attending are urged to ask any questions or to bring up any problems which they may have themselves encountered or to acquaint the laboratory men with any new and original solutions of difficult points. It will be the endeavor of the staff to cover the entire field of investigation to as full an extent as possible in the short time available.

For the afternoon of the 23d has been reserved the grand, gala event of the Decennial. There will be a picnic excursion across University Bay to Picnic Point, with all the trimmings which go with such an outing. Swimmers and would-be swimmers, bring your bathing suits. Fishermen, bring your lines and bent pins. The lakes around Madison have boats enough to carry 3,500 people, and whether your hobby be canoe, rowboat, motorboat, steamboat or log raft, you can find it here. Or, if dry land offers a stronger appeal, you may delight in tennis or baseball. You have the free use of the university courts adjoining the laboratory, and the laboratory will provide you with baseball equipment for use on the Varsity diamond.

Can you neglect such an opportunity of becoming acquainted with a unique and important institution and at the same time of enjoying a splendid outing and vacation? Remember the date—July 22 and 23.

WRIGHT BARREL AND EXPORT COMPANY INCORPORATES WITH \$100,000 CAPITAL

The Wright Barrel and Export Co., Jacksonville, Fla., of which company J. McN. Wright is president, has been incorporated with a paid-in capital of \$100,000. In making the announcement of the company's incorporation in the June number of the JOURNAL, an error was made in the amount of capital stock as well as in the firm name, but the information this month is O. K., and as "J. McN." says he will consider all things satisfactorily adjusted if we get the information correct this month, our reputation is now in the hands of our printers. Watch your step, boys!

WANTS IN COOPERAGE LINES

A. T. Clark, Vergennes, Vt., is in the market for apple barrels.
T. E. Ball, Springfield, Ill., is in the market for 5,000 apple barrels.
M. M. Orndorff, Strasburg, Va., is in the market for apple barrels.
Sunnyside Orchard Co., Tyrone, Pa., is in the market for apple barrels.
W. F. Kamff, Coolville, Ohio, is in the market for 2,000 apple barrels.
Barnhart Bros., Crimora, Va., is in the market for 3,000 apple barrels.
A. I. Hall, Rochester, N. H., is in the market for 10,000 apple barrels.
L. R. Taft, East Lansing, Mich., is in the market for 1,000 apple barrels.
Frank H. Lattin, Albion, N. Y., is in the market for 2,000 apple barrels.
H. E. Wellman, Kendall, N. Y., is in the market for 2,000 apple barrels.
Ira H. Rea, Harbert, Mich., is in the market for a carload of apple barrels.
Holmes & Holmes, Charlotte, Vt., are in the market for 10,000 apple barrels.
Samuel Fraser, Box N, Geneseo, N. Y., is in the market for apple barrels.
Fred Hutchinson, Clyde, Ohio, is in the market for a carload of apple barrels.
C. L. Randall Co., Oxford, Mich., is in the market for hoops for apple barrels.
P. S. Feudermacher, Allentown, Pa., is in the market for 500 or 1,000 apple barrels.
Norman W. Casper, New Burnside, Ill., is in the market for 800 apple barrels.
C. C. Bell Fruit Company, Booneville, Mo., is in the market for apple barrel stock.
Ray S. Allen, South Hero, Vt., is in the market for two carloads of apple barrels.
Grand Isle Orchard Co., Grand Isle, Vt., is in the market for 2,000 apple barrels.
Svartz Bros., The Plains, Va., is in the market for a one wheel slack stove jointer, second hand.
C. C. Clemons Produce Company, Kansas City, Mo., is in the market for quotations on 5,000 apple barrels.
Illinois Orchard Company, Flora, Ill., is in the market for apple barrel stock sufficient for making 50,000 apple barrels.
H. M. Risk, Dundas, Ont., is in the market for M. R. 17½" and 16" heading. Quotations desired F. O. B. Dundas.
Ash Grove Lime and Portland Cement Co., Kansas City, Mo., is in the market to contract for their slack barrel hoop supply.

J. C. PENNOYER COMPANY OPENS NEW YORK OFFICE

J. C. Pennoyer Company, 8 South Dearborn Street, Chicago, Ill., has opened an Eastern office at 25 Broad Street, New York City, with H. E. Van Sickle in charge. In sending information of the new office George I. Nervig, treasurer of the J. C. Pennoyer Company, says he wants all the company's friends and customers to drop in on Mr. Van Sickle when they are in New York City, and to know that they can be sure of a hearty welcome and the best possible attention in any and every way that "Van" can serve them. No matter when you arrive in New York City you can get in connection with 25 Broad Street. The telephone number is Broad 3816.

BIRMINGHAM COOPERAGE COMPANY NOW READY TO HANDLE ORDERS

The Birmingham Cooperage Company, Birmingham, Ala., which company is officered by T. W. Owen, Thos. Shipley and O. McLane is now well under way and is prepared to handle promptly all orders for slack cooperage stock of all kinds, making a specialty of pine heading.

The management of the Birmingham Cooperage Co. is under the capable hand of T. W. Owen, who is both well and favorably known throughout the trade. Mr. Owen having been connected for many years with the National Manufacturing Co., Detroit, Mich., and later with the Mill Shoals Cooperage Co., St. Louis, as traveling representative. Mr. Shipley is an experienced stock manufacturer, having been manufacturing pine heading for the past fourteen years, operating mills at Attalla, Springville, Oneonta, Ala., and Jesup, Ga. Mr. McLane is also a heading manufacturer with a mill

C. A. Dutton & Co., R. F. D. No. 1, Bravo, Mich., is in the market for galvanized iron hoops or hoop iron for tight barrel work.

Virginia Cooperage Company, Cloverdale, Va., is in the market for staves, heading and hoops, wood and wire, for slack barrels.

J. P. Armstrong Cooperage Co., 504 Middle Street, Portsmouth, N. H., is in the market for all kinds of tight and slack barrel stock.

J. P. Armstrong Cooperage Co., 504 Middle Street, Portsmouth, N. H., is in the market for 29" or 30" staves, also apple barrel stock.

"Hoop," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa., is in the market for a complete set of saved hoop machinery in good order.

Hartman Pacific Company, Inc., 80 Wall Street, N. Y., is in the market for 100,000 new zinc shooks. Quotations are requested F. A. S. nearest seaport.

Fred W. Clark & Son, Wyoming, N. Y., is in the market for quotations on apple barrel stock sufficient for making from 3,000 to 5,000 apple barrels.

Joe Timmer, Armour Station, Kansas City, Kans., is in the market to hear from manufacturers of barrel heading-up machines for heading-up slack barrels.

E. C. Henshaw, Martinsburg, W. Va., is in the market for 25,000 apple barrels. Quotations should be F. O. B. Martinsburg, W. Va., and quality barrels are desired.

L. R. Bryan & Co., Princeton, Ill., will need 1,000 or 1,500 apple barrels for their fruit, for which packages they have not yet contracted. Quotations are in order.

Gerdes & Company, Inc., 30 Church Street, N. Y., is in the market to dispose of one carload a day of baled maple chips, 100 pounds to the bale. If interested, write them.

"Slave," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa., is in the market for a Gerlach 26-inch slack stove cylinder saw, without frame, for extra length staves.

Cook Orchard Co., Fayetteville, Ark., is in the market for 2,000 apple barrels. The Cook Orchard Co. want quotations on barrels with all iron (wire) hoops, except wooden hoops on end.

Virginia Cooperage Co., Cloverdale, Virginia, is in the market for one hoop expander for flour barrels, one riveting machine, one Greenwood slack stove jointer and four stove presses.

"Barrels," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa., is in the market for one No. 34½ Holmes double riveter and one No. 120 Holmes expander with extra set of dies to enable the making of 17½" and 19½" barrels.

R. H. Myers & Co., 2687-93 East 40th Street, Cleveland, Ohio, is in the market for about 15,000 or 20,000 sets of 18" oak, gum or ash heading. R. H. Myers & Co., are always in the market for oak, gum and ash cooperage supplies for use in new and second-hand barrel work. They are also big users of cheap grade 19½" slack heading.

operating at Hendricks, Ala., which mill is close to an available supply of timber sufficient for several years. Mr. McLane will handle the office and traffic affairs of the Birmingham Cooperage Co., which new company, with six heading mills operating and with negotiations now under way with a stove mill, gives promise of moving right along the line in the way of furnishing slack cooperage stock.

HAS NO CONNECTION AT ALL WITH JAMES WEBSTER & BRO., LTD.

LIVERPOOL, ENGLAND, May 29th, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Referring to the "warning" inserted in the May issue of the JOURNAL on page 19, we thank you for your attention to this matter. The wording of this paragraph is not quite accurate, however, and as it is just possible you may contemplate inserting this in another issue, we would say that the particulars are as follows:

"It has come to our knowledge that an individual representing himself as Mr. Webster, and stating that he is the son of the president of this company, is obtaining money thereby under false pretences from our correspondents on your side. His description is as follows: Medium height, light complexion, gray hair, thin, smooth-shaven, about 45 years of age, and the distinguishing thing about him is his very bad teeth."

We are anxious that all our correspondents on your side should know through the JOURNAL that this individual has no connection of any kind with the firm of James Webster & Bro., Ltd., although we understand that he talks intelligently of the lumber and cooperage business and mentions the names of people on your side.

Yours truly,

JAMES WEBSTER & BRO., LTD.

LOOKING COMPETITIVE FACTS IN THE FACE

One of the most significant statements made during the trade discussions of The Associated Cooperage Industries of America recently at St. Louis, was that "Barrel men should not fool themselves as to substitute containers." For long years the cooperage trade as a whole played the ostrich game, so to speak, and with their heads well buried in their fancied trade security they were unmindful and unheeding of the trend of progress and of the initiative of other package manufacturers. When the live and progressive ones of the industry finally did awaken to the fact that no trade is so well founded as to be absolutely secure from competitive inroads, without constant protective measures are in force, they discovered that the road ahead was going to be a long, hard and costly one, and even now, after the splendid work that has been done to date by the awakened wooden barrel boosters, tight and slack, both in combined and associated efforts, the larger part of the trade is still apparently unmoved or is resting in the belief that the few can do the work of the whole.

The substitute is in our midst and competitive facts (the more the better for us) must be faced. If these facts are faced in the right way and by the trade as a whole it will mean much to the wooden barrel and to the wooden barrel industry. The JOURNAL has every confidence in the organized ability of the cooperage trade to hold the nose of the wooden barrel not only close up to all competitive winds, but to finally draw ahead in the race and distance its substitutes if this organized force is properly, substantially and wholly supported by the entire trade.

The following competitive facts submitted by Dan A. Kivlen, of the Dallas Cooperage and Woodware Co., Dallas, Texas, one of the leading tight and slack barrel manufacturing firms in the trade, are impressive and should prove valuable, not only as working material for those who are striving to protect the wooden barrel, but as an "eye-opener" for those who are still unmindful of substitute conditions as they really exist. As Mr. Kivlen says, The Associated Cooperage Industries of America has some competition to overcome by its advertising campaigns, and he is right when he hazards the prediction that the cooperage industry has some problem on its hands, so far as future trade is concerned. But, with all competitive facts in hand and with every member of the cooperage trade fully co-operating in every way to protect the welfare of the wooden barrel, there is nothing more assured than that success will be achieved, but only in corresponding ratio to efforts expended. The wooden barrel has been mighty good to its trade during all the years past, and it is now up to the cooperage trade to be mighty good to the wooden barrel. In truth, it is vitally necessary that they should be good to their trade package. There is big business in the future, but it will not come as easily to the cooperage trade as it once did, and the sooner every one in the industry realizes this fact the better for all concerned. Truly, the time has passed when any barrel man should fool himself as to substitute containers.

Apple Barrels vs. Bushel Baskets

"The present prices on round, standard bushel baskets with covers, delivered to the growers of apples in practically every State in the Union east of the Rocky Mountains, is \$3.00 to \$3.25 per dozen. This figures 20c. per bushel to pack. The present price on a three-bushel standard size apple barrel, delivered in these States, and only giving the barrel manufacturer of apple barrels a very low margin, is about \$1.25 per barrel, or 41c. per bushel.

Barrels vs. Wire-Bound Veneer Boxes

"A veneer wire-bound box which holds five dozen quart bottles of vinegar, costs 65c. per box delivered at central and southern United States points.

"A four-iron, or six-wood hoop 19½" x 30" sugar barrel, size No. 2 slack barrel, which holds five dozen quart bottles of vinegar, cannot be made and sold for less than \$1.00 to \$1.10 per barrel, delivered; a difference of 40c. per container.

Three- and Four-Bushel Vegetable Barrels vs. Bushel Vegetable Baskets

"Competition figures about the same per bushel as against an apple barrel.

Wood Oil Barrels vs. One-Trip Iron Barrels

"Six and eight hoop fifty-gallon oil barrel vs. the fifty-gallon one-trip iron barrel.

"The present price on a fifty-gallon one-trip iron barrel in the United States is \$3.75 each; not necessary to glue or paint same. The present price on a six and eight hoop, fifty-gallon oak, oil barrel is about \$4.50 each. The oak barrel, after arrival at the refinery, must be driven, glued and painted, at the average cost of about fifty cents per barrel. After a one-trip steel barrel

is emptied they find as ready a market for sale as a second-hand oak oil barrel.

Export Flour Barrels vs. 200-lb. Jute Export Bags

"The present prices on staves, heading and hoops for an eight-hoop export flour barrel, to give the cooperage manufacturer a small profit, is \$1.65 each, delivered to central and southern United States milling points. A 200-lb. export jute bag can be delivered to the milling points for 80c. each, complete. A saving of 85c. to the consumers of flour by using the export sack.

"All the above prices are based on the present market for the above different materials. If The Associated Cooperage Industries of America is figuring on a heavy advertising campaign for the use of barrels against other containers, how is the above competition to be overcome?

"It appears to us that it will be a problem for the cooperage plants now in business to hold what trade they have in the next few years."

SHIPPERS ASSERT RAILROAD GENERAL ADVANCE RATE INCREASE IS IN EXCESS

The billion-dollar freight increase asked by the railroads of the country is approximately \$386,000,000 more than will be necessary to give the 6 per cent. standard return guaranteed by the transportation act, according to Clifford Thorne, representing shippers at the general rate hearing before the Interstate Commerce Commission at Washington, June 25th. Presenting arguments to support his contention, Mr. Thorne said the "book value" of \$20,600,000,000 used by the roads in computing the return was excessive by several billion dollars.

"In other words," he said, "we are asked to consider the value of American railroads to be three thousand million dollars greater than the total par value of all their stocks and bonds outstanding in the hands of the public."

Mr. Thorne said that, in computing the value, the railroad managers had not made any allowance for depreciation, and that such a method of appraisal had been specifically repudiated by the United States Supreme Court. He also said that it was proposed by the roads to capitalize the 146,000,000 acres of land granted to the railroads by the Government and the State of Texas, and to make the "public forever pay an annual tax to the railroads on its present value, a value which has cost them nothing."

The commission also was told that the roads in computing their needs had made full allowance for all increased expenses, but had made no allowance whatsoever for increased business.

Mr. Thorne estimated that an increase in freight revenues of 18 per cent. instead of 27.85 per cent. asked by the carriers, would give the roads sufficient income to meet the 6 per cent. standard return.

Mr. Thorne told the commission that if all the present demands of the railroads for increased rates and their employees for increased wages were granted, the increased transportation burden on the American people would be more than \$2,000,000,000, or twice as much as the total annual tax burden occasioned by the greatest war debt in the nation's history.

The employees, he said, are asking for wage increases of \$1,000,000,000, and if granted the roads again will have to ask for increased rates, as wage advances are not covered in the present application of the carriers.

"The issue in this case," Mr. Thorne said in referring to the rate advance application, "is not whether an advance in rates should be granted, but how much of an increase is justified. All of those for whom I speak want to see the railroads self sustaining. The public interest demands an adequate transportation service. Service is of the first importance, but the charge for that service is also of importance, and the economic effect on our commercial life of such stupendous increases in the transportation tax as are here contemplated must be seriously considered."

The Associated Cooperage Industries of America Presents Views

The lumber and forest products interests were represented before the commission at Washington in the advance rate case hearing on June 19th, George B. Webster, attorney for The Associated Cooperage Industries of America, appearing for the Association, and presented the following views:

"The Associated Cooperage Industries of America is a voluntary, unincorporated association of persons, firms and corporations engaged in manufacturing, selling and dealing in staves, heading and hoops for slack and tight barrels, and of manufacturing barrels from such materials, as well as those dealing in the packages themselves. Its membership amounts to about five hundred in numbers and includes all of the large manufacturers and dealers in cooperage stock and barrels, as

well as dealers in allied lines. It is national and not regional in character, its members being drawn from all of the several States and their activities extending all over the United States.

"The Association appears here, not for the purpose of resisting an advance in freight rates, nor of contesting the amount of any such advance, realizing that the continuance of commercial and industrial business of the country depends upon adequate transportation facilities in large measure, and believing that the extent of any advance which may be granted will be determined in the sound judgment and discretion of the commission.

"The Association and its members are willing to pay any advanced rates which are necessary to rehabilitate the transportation system of the country and keep it in condition as an effective operating machine, but they are opposed to any advance made merely by a percentage increase of existing rates, believing that the best interest of all parties involved will be served by an increase of a specific number of cents per hundred pounds.

"Their chief concern at the present hearing is to see that what advance may be authorized does not disrupt existing relationship of rates, and does not place upon forest products a greater share of the burden of transportation costs than the nature and character of the commodity and the conditions surrounding its movement in traffic warrant. They feel that the radical changes of the last two or three years have affected the various commodities which move in commerce in varying degrees, so that some are now moving at too low a rate and others, perhaps, at too high a cost, and that it would be but to aggravate this inequitable condition by an equal percentage advance on all rates.

"This Association, in common with most other associations of shippers, opposes percentage increases or reductions in rates, and in the instant matter draws attention to the following excerpt from the report of the commission in the Fifteen Per Cent. Case, 45 I. C. C. 303:

"Inasmuch as a general percentage increase is so undesirable, because of its serious effect upon commercial conditions and established relationships, it would seem to be appropriate for the carriers to cancel the tariffs which we suspend herein, and permission is hereby accorded them to do so."

"The situation to which these words were addressed fully justified them at that time, but the economic upheaval of the last two or three years has aggravated the evil which was there pointed out."

MARINE PAINT AND VARNISH CO. REORGANIZED

George C. Bright, of the Lucas E. Moore Stave Co., New Orleans and New York, is one of the directors of the reorganized Marine Paint and Varnish Co., of New Orleans, La. The company was reorganized through the efforts of J. D. Cooper and Hewett W. Cooper, formerly with the Louisville Lead and Color Co., Louisville, Ky., who have been active in paint and varnish circles for several years. Hewett Cooper at one time was with Glidden, in St. Louis, and for a short time with a large Brooklyn concern. He was also secretary of the Louisville Paint, Oil and Varnish Club for several years and president of the Louisville Paint Superintendents' Club. The reorganized Marine company has as officers and directors some of the biggest men in the naval stores interests of the South, including C. E. Meriwether, president of the American Turpentine and Tar Co., and A. Vizard, one of the best known naval stores men in the South.

WILL MANUFACTURE BARRELS

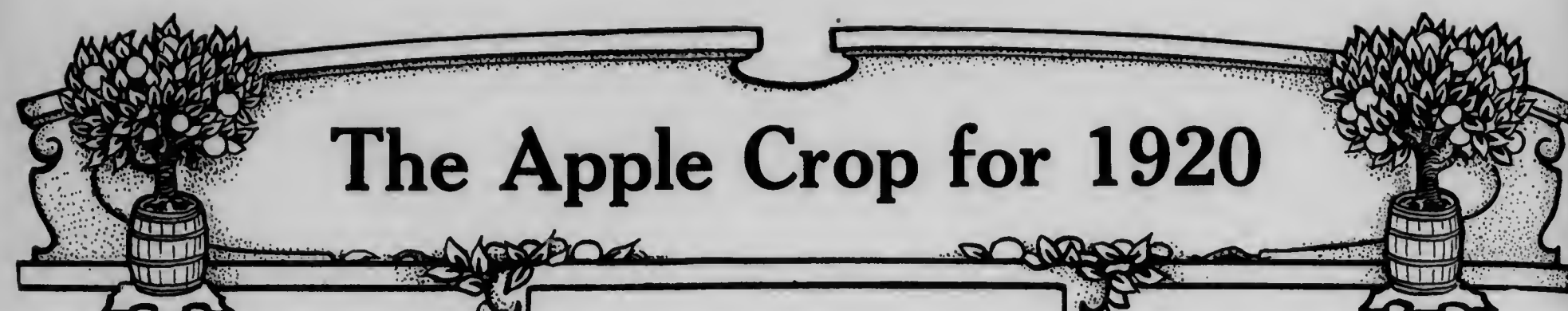
The Pennsylvania Cooperage Co., Inc., of which new company E. W. Chase, J. F. Means and A. L. Confer, Oil City, Pa., are the incorporators, will manufacture barrels and containers of all kinds.

ARE MAKING STAVES

The Michigan Humus and Chemical Co. has begun the manufacture of barrel staves at its new plant at Klingville, Michigan. The company came into existence through a consolidation of the former C. F. Hancock stave mill at Annheim and the plant of the bankrupt Fertile Chemical Company at Klingville. Waste of the stave mill will be used as fuel for the chemical plant, which will mine peat and convert it into fertilizer by a process of baking, crushing and combining with lime.

NEW PALTZ, N. Y., WILL HAVE GOOD APPLE CROP

GEORGE MILLHAM, NEW PALTZ, N. Y.—The prospects through this section are good for a crop of both apples and pears, the price of barrels is so high the growers are slow about placing their orders. Think I have about what stock I will need.



The Apple Crop for 1920

A general summing up of the apple crop for 1920 as the prospects are reported from all sections of the country, reveal a most promising outlook, with an estimated final yield of 79.3 per cent., against the 67.8 per cent. yield of 1919. Twenty-two States show an increase over 1919, New York, Pennsylvania, New Jersey, West Virginia, North and South Carolina, Georgia, Ohio, Indiana, Michigan, Kentucky, Tennessee, Alabama and Mississippi showing the largest percentage of increase.

The thing most noticeable this year, so far as the cooperage and cooperage stock requirements of the apple trade is concerned, is that the apple trade is more anxious about its package supply than it is about prices, only one or two price complaints having reached us in all the correspondence so far received. A fact also duly to be noted is that many growers heretofore making their own barrels have this year turned their contracts over to regular coopers, thus shifting their package responsibilities upon such shoulders as they believe are better fitted to carry and discharge these responsibilities. The demand for apple barrels and apple barrel stock is general and in volume, and the cooperage and cooperage stock man has before him in 1920 an apple season that would be more than welcomed and more than satisfactorily handled if all manufacturing and transportation conditions were somewhat brighter than they are. Present conditions need not, however, absolutely blur the horizon of the apple barrel trade, as the cooperage industry has always had a faculty of pulling through, no matter what existing conditions, and we therefore are confident that when the final checking up on the apple trade is done, the result will be found good for all concerned.

ILLINOIS' 1920 APPLE CROP WILL BE DOUBLE THE 1919 HARVEST, SAYS JAMES HANDLY

QUINCY, ILL., June 22, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The apple growers of the Middle West are feeling very comfortable over the outlook for the approaching 1920 apple harvest, which they view with unbounded confidence of satisfactory fulfillment. The Easter blizzard in the spring season aroused some anxiety as to the outcome in orcharding, but in most instances fears proved to be groundless, as the long, steady cold weather of winter lingered very late into the spring season, thus preventing the development and opening of tender blossoms which might have been lighted by the belated blizzard.

Last year, when a fierce blizzard swept over the country on April 27, with ruinous course, too many of the apple growers laid down, making no effort to overcome disaster that might have been averted with timely attention and application. Profiting by negligence of previous seasons when the storm fell upon orchard industry, this year the growers bestirred themselves, giving the timely application and earnest attention that prevented disaster and turning away what effect might be anticipated from impending dangers.

Then those who let all things go by the board last year witnessed the good results to those giving required attention to apple trees and making the best of all available opportunities, they decided to be wary this year. The wide-awake apple growers last year were blessed with bountiful harvests and soaring prices, enriching bank accounts, and in many instances eliminating mortgages and insuring all desirable home luxuries.

Apples sold by the lump in orchards last year brought prices ranging from \$5.00 to \$45.00, according to size of the orchard, the buyer doing the picking and packing. Then sales on smaller scales ranged from \$5 to \$10 and upwards per barrel, regulated by the quality of the fruit. In the large cities apples sold at ten cents each, or two for fifteen cents. It can be readily seen that such retail prices brought returns of \$40 per barrel.

In view of such remunerative returns it is no wonder that apple growers this year aroused from culpable apathy and by intensifying their efforts have sought to secure satisfactory and abundant harvests. While it cannot be claimed that the orchards of the Middle West

as a rule are overloaded with apples this year, yet there is a moral certainty that the harvest everywhere will be much greater in 1920 than in 1919. It will be perfectly safe to say that the apple crop of Illinois will be twice as large this year as it was the last annual harvest, hence there will be a demand for twice the number of barrels in 1920 than in 1919.

Yours very truly,

JAMES HANDLY,

Founder of International Apple Day.

THE APPLE CROP AS REPORTED BY THE DEPARTMENT OF AGRICULTURE

The Department of Agriculture reports the condition of apples in important States on June 1, 1920, as follows. The condition of the June 1, 1919, crop, as well as the ten-year average, is also given for the purpose of comparison. In reporting on the 1920 crop the Department of Agriculture says:

The June 1 condition of apples forecasts a commercial crop of about 30,683,000 barrels, as compared with an estimated production of 26,174,000 barrels in 1919, and 24,743,000 barrels in 1918.

The June 1 forecast of the total agricultural crop is 198,965,000 bushels (66,321,000 barrels), as compared with an estimated production of 147,457,000 bushels (49,152,000 barrels) in 1919, and 169,625,000 bushels (56,541,000 barrels) in 1918.

	1920 Per Cent.	1919 Per Cent.	10- yr. av.	Forecast 1920 from conditions Barrels	Final Est. 1919 Barrels
Maine.....	81	94	86	1,138,000	1,560,000
N. Hampshire..	85	95	83	473,000	503,000
Vermont.....	91	89	84	654,000	500,000
Massachusetts..	86	97	85	1,008,000	1,080,000
Rhode Island..	80	99	83	84,000	98,000
Connecticut....	90	90	82	614,000	524,000
New York.....	95	68	78	11,404,000	5,600,000
New Jersey....	90	76	77	957,000	771,000
Pennsylvania..	86	65	72	5,473,000	2,657,000
Delaware.....	70	70	69	262,000	250,000
Maryland.....	78	70	68	891,000	648,000
Virginia.....	70	60	62	4,623,000	3,316,000
West Virginia..	69	48	58	2,419,000	1,159,000
North Carolina.	75	46	62	1,402,000	369,000
South Carolina.	76	55	65	464,000	233,000
Georgia.....	78	47	64	574,000	212,000
Ohio.....	82	55	62	3,607,000	935,000
Indiana.....	78	40	62	1,870,000	568,000
Illinois.....	75	63	61	2,530,000	1,647,000
Michigan.....	85	60	73	3,027,000	2,161,000
Wisconsin.....	88	94	78	1,091,000	695,000
Minnesota.....	89	94	75	493,000	455,000
Iowa.....	80	83	67	1,128,000	605,000
Missouri.....	63	60	64	1,985,000	1,924,000
South Dakota..	90	95	78	105,000	100,000
Nebraska.....	60	70	69	362,000	375,000
Kansas.....	40	75	69	408,000	611,000
Kentucky.....	71	35	62	1,687,000	493,000
Tennessee.....	71	39	56	1,746,000	520,000
Alabama.....	65	50	60	409,000	205,000
Mississippi....	69	58	58	.....	.....
Louisiana.....	55	55	60	.....	.....
Texas.....	42	91	70	90,000	208,000
Oklahoma.....	40	85	70	212,000	504,000
Arkansas.....	75	83	66	1,050,000	1,416,000
Montana.....	65	85	86	307,000	429,000
Wyoming.....	91	95	86	.....	.....
Colorado.....	85	70	72	1,068,000	1,139,000
New Mexico....	45	90	70	235,000	443,000
Arizona.....	58	95	74	37,000	51,000
Utah.....	90	84	78	310,000	259,000
Nevada.....	75	100	64	.....	.....
Idaho.....	80	70	79	1,103,000	1,450,000
Washington....	85	95	91	5,685,000	7,730,000
Oregon.....	75	95	85	1,310,000	1,859,000
California.....	73	92	83	2,015,000	2,880,000
United States..	79.3	67.8	69.2	66,321,000	49,152,000

ESTIMATES WEST VIRGINIA'S 1920 APPLE CROP WILL BE 175 TO 200 PER CENT. OF 1919 YIELD

MARTINSBURG, W. VA., June 25, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

The apple crop through this section is looking fine with prospects for a much larger production than last year with far better quality. Our estimate of the increase over last year would be from 175 per cent. to 200 per cent. It is hard to say whether, all of this stock will be barreled, as some of the growers are refusing to buy containers at the long price, and we look for nothing but the No. 1 stock to be put in packages. The Government estimate of this year's crop is in the neighborhood of 1,210,000 barrels for West Virginia and we are confident the final output will overrun these figures to some extent.

Yours very truly,

ROTHWELL & COMPANY,

Thirty years shippers of nothing but Virginia apples.

PENNSYLVANIA WILL HAVE 90 PER CENT. CROP

PENNSYLVANIA DEPARTMENT OF AGRICULTURE
BUREAU OF STATISTICS, HARRISBURG

June 15, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Replying to your communication of the 12th instant, beg to say that the prospect for apples on June 1, 1919, was 65 per cent. and the total number of bushels for the year 1919 was 7,614,225. The condition or prospect on June 1, 1920, was 90 per cent., consequently on this basis it appears that the crop of apples this year will approximate 10,543,000 bushels. This includes apples of all kinds. We have no information segregating the commercial yield.

Very truly yours,

L. H. WIBLE,

Director Bureau of Statistics.

VERMONT WILL HAVE GOOD APPLE CROP

UNIVERSITY OF VERMONT
AND STATE AGRICULTURAL COLLEGE
BURLINGTON, VT.

June 17, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Relative to the prospect of the fruit crop in Vermont, will say that we have apparently a good set on apples, as heavy and as full grown as last year. The apple crop is about the only one of importance in the fruit line in Vermont, excepting possibly the strawberry. This crop, although set well, is maturing rather slowly and poorly on account of the very dry weather.

There is a very great scarcity of bees in our section, due probably to the effect of two consecutive cold winters, which were of recent date. Most of our orchardists are wont to depend upon the domestic bee as a fertilizing agent in the apple orchards.

Yours truly,

M. B. CUMMINGS.

MISSOURI'S 1920 CROP WILL EQUAL THE 1919 YIELD

UNIVERSITY OF MISSOURI
COLUMBIA

June 17, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For the JOURNAL's July Apple Number I am enclosing a copy of a letter that we have prepared for our State Horticultural Society members, giving the results of a rough survey of the condition of the apple crop in this State. The information contained in this letter may be just what you desire for your apple issue.

Yours very truly,

V. R. GARDNER,

Professor of Horticulture.

To the Members of the Missouri State Horticultural Society:

Believing that fruit growers of the State are vitally interested in hearing about the prospects for an apple crop this coming fall, this Society is sending out this

Apple Barrel Stock

If you are ready to purchase your Apple Barrel Material and want **Dependable Stock** Get quotations from

WYLIE & WILSON, Inc.

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Our Slack Barrel Stock of all kinds is the finest that can be produced. That is our reputation and our guarantee. Write today for prices.

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Any size Heading from 12 inches to 24 inches

Everything for the BARREL

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All kinds, for all size packages



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WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

GOOD APPLES

Should be packed in good containers, and the best container for this purpose is the Slack Barrel.

Therefore, use Barrels to ship your apples, and if the barrels you buy contain "Bone-Dry" heads they will give especially good service.

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SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.



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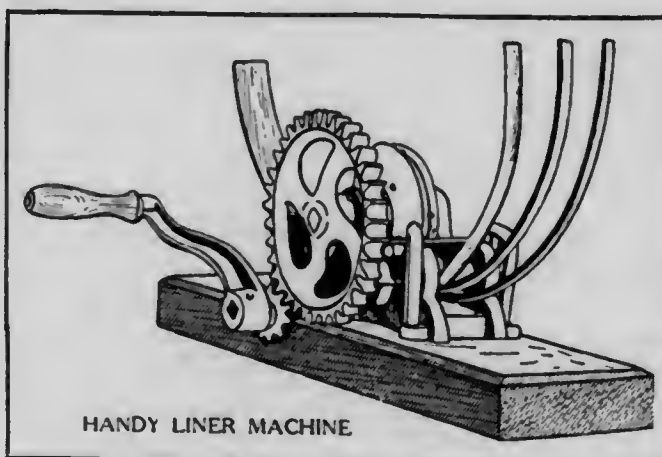
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GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

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WOOD AND IRON



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If it comes from HYNSON, you know it's right.

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report upon the situation as it now stands (June 17). It should be borne in mind, however, that many factors may intervene between now and harvest to reduce or injure the crop; and that on the other hand conditions may be so favorable that yields will exceed present estimates. Furthermore, figures are available for only a part of the other large apple-producing States, though the ones for which reports are given are among the most important. The Society is indebted to the Department of Horticulture of the University of Missouri for most of the data here presented.

MISSOURI

Ralls County—Bloom very heavy; set light; 15,000 barrels last year; probably not to exceed 10,000 barrels this year.

Boonville—New Franklin District—Heavy bloom, set variable; some orchards promise good crop, some light crop, as a whole probably under that of last year.

Pike County—Not a satisfactory set. Crop promises to be lighter than that of last year.

Lafayette County—Heavy bloom. Set good on Ben Davis, lighter on Jonathan and Grimes. Crop materially lighter than that of 1919.

Boone County—Set variable. Probably the shipments will be about the same as those of a year ago.

St. Joseph District—Set of fruit spotted. Probably district will ship 25 per cent. less fruit than last year.

Carroll County—Set of fruit on Jonathan light. County will probably ship a little less than last year.

Lawrence County—Prospects are for larger crop than last year.

Seymour—Cedar Gap District—Last year's crop about 13,000 barrels, prospects for this year, 35,000-40,000 barrels.

In general, the Missouri River region promises a crop hardly equal to that of a year ago. The Ozark region promises a materially increased tonnage. One person well acquainted with conditions in Southwest Missouri and Northwest Arkansas estimates that portions of the two States that shipped 5,200 carloads last year will ship 7,000 carloads this year.

OTHER STATES

Massachusetts produced 320,000 barrels commercial crop last year, about 1 1/2 per cent. of the commercial crop of the United States. There is promise of a material increase this year.

New York produced 2,712,000 barrels commercial crop last year, about 11 per cent. of the commercial crop of the United States. Last year was the off year for New York. Probably production in that State this year will be double that of 1919.

Virginia produced a 1,507,000 barrel crop last year. Its 1920 crop will probably exceed that figure by 20 per cent.

Pennsylvania's production in 1919 was a little under a million barrels. Its 1920 crop promises to be somewhat larger.

Illinois produced about 750,000 barrels commercial crop last year. This year its production is apt to fall below rather than exceed that figure. The set on Jonathan and Grimes has been light in that State.

Colorado produced a commercial crop last year of 712,000 barrels. Its orchards have suffered some from winter injury and this season it is apt to produce less rather than more than in 1919.

Washington produced 5,865,000 barrels of commercial apples last year, nearly a fourth of the commercial crop of the United States. Some parts of that State have suffered severely from winter injury. The Wenatche section, which last year shipped about 11,000 cars, or nearly half the crop of the State, now promises as large a crop as a year ago. On the other hand, shipments from the Yakima Valley, which last year were over 8,000 cars, may total less than 5,000 cars.

Oregon produced a million and a half barrels in 1919. Its 1920 production will probably be about the same.

The United States as a whole does not promise an apple crop that is greatly in excess of that of 1919. As a matter of fact, there is no certainty that it will exceed it.

BIG CROP FOR CANADA, SAYS LATE REPORT

FRUIT COMMISSIONER'S OFFICE,
OTTAWA

June 17th, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

For reply to your esteemed inquiry of the 12th instant, I would assure you that we will be glad to furnish you with all the information possible with respect to apple crop prospects in Canada from time to time.

We note that you desire to receive such a report from us to reach you by June 24th at the latest, in time

for your Apple Number, and we regret that we have very little to offer you in addition to what has been published in our June Crop Report, a copy of which is enclosed. I may say, however, that considerable correspondence has reached us since this report went to press, and, generally speaking, all reports indicate that the weather has been very favorable for setting, and there is a possibility of the crop exceeding that forecasted in our June report.

With regard to the apple barrel situation, we are not yet in a position to give you an estimate as to the number of barrels which will be used, as the compilation of the census taken during the past eight months of the production of apples in Canada, is not yet completed; but, speaking generally, the barrel situation in Nova Scotia is quite satisfactory, as the past winter was very favorable for taking out material for the manufacture of same. In Ontario, however, the situation is not so promising, and there is a probability that growers and shippers will experience some difficulty in obtaining full supplies. The present price that is being asked for apple barrels in Ontario is from \$1.00 to \$1.25, and in Nova Scotia approximately \$1.00.

Yours faithfully,

C. W. BAXTER, Commissioner.

THE APPLE CROP BRIEFLY REPORTED

A. T. CLARK, VERGENNES, VT., reports about 60 per cent. of a full apple crop for his section this year. Mr. Clark says he will use about 100 barrels for his crop and while he has a few barrels on hand, he has not all he wants and is, therefore, in the market for barrels.

COOK ORCHARD CO., FAYETTEVILLE, ARK., report that their locality will have a good half crop of apples this year. They advise that they will use for their own packing 2,000 barrels. The Cook Orchard Co. have not yet purchased their barrel supply and want quotations on barrels with all iron hoops (wire), except wood hoops on end.

HOLMES & HOLMES, CHARLOTTE, VT., say that at time of writing (June 19th), the prospects were very good for the apple crop in their section. They advise that they will use around 10,000 barrels for their own needs and are now in the market for their barrel supply.

JAMES A. GREEN, CURA, MO., reports a full half crop of apples for his locality this year. Mr. Green says he will use 2,500 barrels for his packing, which barrels he purchases in St. Louis.

W. P. ROGERS, WILLIAMSON, N. Y., reports a full apple crop for his locality this year. Mr. Rogers advises that about 3,000 barrels will be used in his immediate section, but he only grows and does not pack his fruit, therefore has no need of barrels.

LUTHER PUTNAM, CAMBRIDGE, VT., reports that at time of writing (June 18th) apples in his section were dropping badly, so that an estimate as to final yield could not be made, nor could probable number of barrels needed be given. Mr. Putnam says he usually uses flour barrels, but they are difficult to obtain now.

H. BANNERN, BAILEY, MICH., writes that his locality will have a good apple crop this year and that he will personally use 1,000 barrels for his own needs, which packages he buys from nearly manufacturers.

R. E. ROBERTS, EMERSON, OHIO, writes that the apple crop in his section this year will not be as important as in former years, and that his barrel needs will not, therefore, be very large this season. Such barrels as Mr. Roberts will need, he advises, he will purchase from local coopers.

L. C. THOMPSON, PARAGOULD, ARK., reports that prospects are that only a medium crop of apples will be the yield in his section this year. As no apples are expected from Paragould, there is no need for packages.

C. C. DRAPER, LEBANON, MO., reports that an early frost affected the crop in his section this year, so that the 1920 yield will not be very good. Mr. Draper writes that he will use 200 barrels for his own packing, which he will purchase from local coopers.

CLARK ALLIS, MEDINA, N. Y., reports that there will be a good apple crop in his section this year and that he will use 1,500 barrels for his own packing. Mr. Allis writes that whereas last year he purchased apple barrels at 60 cents, this year they are selling from \$1.25 to \$1.50.

L. J. REED, PROCIOSUS, W. VA., reports a fairly good crop for his locality this year. Mr. Reed advises that as he does not ship much of his fruit his barrel needs are slight. Such barrels as he does use he secures from local sources.

ILLINOIS ORCHARD COMPANY, FLORA, ILL., report only a fair crop for their section this year. The Illinois Orchard Co. writes that they will use 50,000 barrels for their own packing this season and are now in the market for stock sufficient for manufacturing their barrel supply.

W. A. CARR, R. No. 1, CALIFORNIA, KY., writes that prospects are very poor for an apple crop in his locality this year, and that he will need no barrels.

ROY E. MARSHALL, BLACKSBURG, VA., reporting on the Virginia crop prospects, says that 95 per cent. of the 1919 yield is looked for, and that about 1,500,000 barrels will be used throughout the State.

F. W. DIXON, HOLTON, KAN., reports only 10 per cent. of an apple crop for his section this year, and advises that he will use no barrels.

MORTEN & CO., EMPORIA, KAN., reports a poor crop for their locality this year, with no need for barrels.

R. F. FLESHMAN, PETERSTOWN, W. VA., writes that the apple crop will be very poor in his section this year. Mr. Flesman advises that he will need no barrels this season, as such fruit as he has will be disposed of on the local market.

C. O. LEMMON, PETERSBURG, IND., reports 60 per cent. of an apple crop for his locality this year and advises that he will need no barrels this season, as his crop will be sold in bulk for local consumption.

GRAND ISLE ORCHARD CO., GRAND ISLE, VT., write that their section will have 60 per cent. of an apple crop this year and that they will use 2,000 apple barrels for their packing, for which barrels they are now in the market.

D. N. MINICK & BRO., CHAMBERSBURG, PA., report about the same apple crop for their section this year as was harvested in 1919. They will use 2,500 barrels for their own packing, which barrels they purchase locally.

WESLEY WEBB, DOVER, DEL., reports about the same apple crop for his section this year as 1919, that is, one-half of a full crop. Mr. Webb advises that he will use no barrels this season.

A. D. HARRIS, WESTFIELD, N. Y., writes that the prospects are good for a crop this year in his section, if the apples do not drop during June. Mr. Harris writes that he will use no barrels this season.

SUNNYSIDE ORCHARD COMPANY, TYRONE, PA., reports a very good apple crop for their section this year, and also advises that they will use 2,000 barrels for their own packing. Of their needed supply they have a few barrels on hand, but are now in the market for the bulk of their supply.

P. S. FENDERMACHER, ALLENTOWN, PA., reports about 50 per cent. of a full crop for his section this year, and advises that he will use from 500 to 1,000 barrels for his own needs, for which barrel supply he is now in the market.

H. T. and W. F. ALEXANDER, CHARLES TOWN, W. VA., report 60 per cent. of an apple crop for their section this year. They will use 1,250 barrels for their own packing, which barrels they purchase locally.

E. C. HENSHAW, MARTINSBURG, W. VA., reports a good crop of apples for his section this year, probably a 500,000 barrel yield. Mr. Henshaw says that he will use 25,000 barrels for his own needs this year, and that he is now in the market for his barrel supply. Quotations should be F. O. B. Martinsburg, W. Va., and quality barrels are desired.

DR. GEORGE A. McMILLEN, ALTON, ILL., reports about 30 per cent. of an apple crop for his section this year. Dr. McAllister writes that Calhoun County will have about a 250,000 barrel yield, and Madison County about 100,000 barrel yield. Personally he will use 2,000 barrels for his own packing, which barrels he purchases from local coopers.

W. F. KAMPE, COOLVILLE, OHIO, reports 100 per cent. of last year's crop for his locality this year. Mr. Kamp advises that he will use 2,000 barrels for his own needs this year, for which packages he is now in the market.

J. C. ALEXANDER, BOWLING GREEN, KY., reports a very low apple crop yield for his section this year. Mr. Alexander says he will use no barrels at all.

T. E. BALL, SPRINGFIELD, ILL., reports that conditions warrant the prediction that his section will have a very good apple crop this year. Mr. Ball says he will use 10,000 barrels for his own needs, and while he has part of his supply, he will need 5,000 more barrels.

G. M. LINCOLN, BENTONVILLE, ARK., writes that his locality will have about 60 per cent. of a full crop this year. Mr. Lincoln will use 2,000 barrels for his own packing, which barrels he has already contracted for.

IRA H. REA, HARRIBT, MICH., reports about 50 per cent. of a full crop for his section this year. Mr. Rea will use 5,000 barrels for his own packing, and advises that he is now in the market for a carload of apple barrels.

GEORGE T. POWELL, GHENT, N. Y., reports a half crop of apples for his section this year. Mr. Powell also advises that he has sold his orchard and farm, by which sale he ceases to be a user of barrels.

HAINES & THOMPSON, EDWARDSVILLE, KAN., writes that there will be no apples in their section this year.

C. L. RANDALL CO., OXFORD, MICH., report an extra fine crop of apples for their section this year. C. L. Randall & Co. will use from 5,000 to 10,000 barrels for their packing. They manufacture their own barrels and advise that they are now in the market for hoops.

HILLCREST ORCHARDS, LAKE MARKS, MANAGER, SPRINGDALE, ARK., reports 60 per cent. of a full crop of apples for his section this year. Mr. Marks says that the Hillcrest Orchards will use 12,000 barrels for its packing this year, which packages are contracted for.

T. B. YAPLE, CHILLICOTHE, OHIO, writes that according to prospects his section will harvest about a quarter of an average crop this year. Mr. Yaple advises that he will use about 3,000 barrels for the packing of his apples, although he has stock on hand for 5,000 packages. Mr. Yaple makes his own barrels.

ELMER E. HILL, SOUTH HERO, VT., writes that his locality will have about 70 per cent. of an apple crop this year, and that he will use 10,000 barrels for his own needs. Mr. Hill advises that he already has his barrel supply on hand.

H. A. MILLER, GYPSUM, OHIO, reports 60 per cent. of a full apple crop for his section this year. Mr. Miller will use 600 barrels for his personal needs, which barrel supply, he writes, he has already on hand.

D. T. STEPHENS, CHRISTIANBURG, VA., reports a quarter of an apple crop for his locality this year. He will probably use 400 barrels for his own packing, which barrels Mr. Stephens purchases from nearby manufacturers.

F. H. FERGUSON & SON, APPLETON, N. Y., report that everything is favorable to the harvesting of a fine apple crop in his section this year. They advise that they will personally use between 20,000 and 30,000 barrels, but are not in the market for their supply.

W. H. HART, ARLINGTON, N. Y., reports 100 per cent. of last year's crop for his section this year. Mr. Hart will use 2,000 barrels for his own packing, which barrels he already has on hand.

H. M. RISK, DUNDAS, ONT., writes that prospects for an apple crop in his section this year were never better, especially where there has been spraying done. Mr. Risk advises that he is in the market for mill run 17½" and 16" heading, and desires quotations F. O. D. Dundas.

SAMUEL FRASER, BOX N, GENESEO, N. Y., reports that the apple crop in his section will be very good this year, the 1920 crop being estimated at 7,000 barrels, where it was only 700 in 1919 and 4,500 in 1918. As to how many barrels are likely to be used this year in his section, Mr. Fraser says: "I do not know. Prices are so high some growers will not buy. They will ship in bulk, dry, or make cider. I want barrels and I usually buy from local coopers, but they do not want to make any."

J. L. SCHULTZ & CO., INC., SKANEATELES, N. Y., report a good apple crop for their section this year, and advise that such barrels as they will need will be purchased locally.

MCDONALD BROS., CHARLES TOWN, W. VA., report an average crop for their section this year. They will use 1,500 barrels for their own packing, which barrels they purchase locally.

CASE & COMPANY, SOBUS, N. Y., report a 100 per cent. crop for their section this year. Case & Co. advise that they will use 10,000 barrels for their own apples, which packages they purchase from local coopers.

J. W. JOHNSON, ALDERSON, W. VA., writes that his section will have a very poor apple crop this year and that they have enough barrels on hand now to take care of their needs.

A. I. HALL, ROCHESTER, N. H., reports that there will be a good apple crop in his section this year. Mr. Hall advises that he will use 10,000 barrels for his own needs and that he is now in the market for his barrel supply.

J. G. HERCHELOT, M. D., PHILADELPHIA, PA., reports a very good crop of apples in his section this year. Dr. HercheLOT's orchards are located in the upper part of New Jersey, and he uses all boxes and no barrels.

M. M. ORNDORFF, STRASBURG, VA., writes that the apple crop in his locality this year will be only fair. Mr. Orndorff advises that about 10,000 barrels will be used this year, but whether this number will be used by him personally he did not make clear. Mr. Orndorff will, however, use barrels and is now in the market.

C. C. BELL FRUIT COMPANY, BOONVILLE, MO., report only a quarter of an apple crop for their section this year, which yield, they say, will be just half as large as in 1919. The C. C. Bell Fruit Company advise that they will use about 1,500 barrels, more or less, for their packing, and that they will buy the stock for their barrels if prices are right.

BARNHART BROS., CRIMORA, VA., report about one-half of a full crop of apples for their section this year. They will use 3,000 barrels for their own packing, which packages they will buy set up.

BROGDON & SON, SPRINGDALE, ARK., report that the apple crop in their section this year will be 60 per cent. of the 1919 yield. They will use 6,000 or 7,000 barrels for their needs, which packages they have already purchased.

RAY S. ALLEN, SOUTH HERO, VT., reports that his locality will have 45 per cent. of a full apple crop this year. Mr. Allen says he will use two carloads of barrels for his own packing, and is now in the market for his supply.

R. R. ROBERTSON, NORWALK, OHIO, reports about 65 per cent. of a normal crop of apples for his section this year. Mr. Robertson advises that he will use no barrels this season, as he will sell his apples on the local market.

P. H. GOLD & CO., WINCHESTER, VA., report only a fair crop for their section this year, their county as a whole not averaging over half a crop, according to advice. P. H. Gold & Company write that they will likely need 10,000 barrels for their own use, which packages they will manufacture. As to stock for their needed barrel supply, P. H. Gold & Company say they "are not in the market at present prices."

MCHENRY & BRYAN, BENTONVILLE, ARK., report 70 per cent. of an apple crop for their section this year and advise that they will personally use 2,500 barrels, which packages are procured from local coopers.

C. L. MELTON, FRONT ROYAL, VA., reports a reduction of about 30 per cent. in the 1920 apple crop in his section less than the 1919 yield. Mr. Melton advises he will use 500 barrels, which packages he purchases from local manufacturers.

A. O. FERGUSON, BURLINGTON, VT., reports that there will be a large apple crop in his section this year. Mr. Ferguson uses hampers for his packing.

BURTON FRUIT CO., MITCHELL, IND., report only a 10 per cent. or 15 per cent. apple yield for their section this year, and that they will use only 500 barrels, which packages they already have on hand.

FRANK H. LATTIN, ALBION, N. Y., reports a good crop of apples for his locality this year and advises that he will use 3,000 barrels for his packing. Mr. Latten says he is in the market now for 2,000 apple barrels.

JAY M. SAGO, CHARDON, OHIO, writes that there will be a good apple crop in his section this year. Mr. Sago advises that he uses baskets for his packing.

L. R. TAFT, EAST LANSING, MICH., reports a good crop of apples for his locality this year, although at time of writing (June 21st), Mr. Taft says that the fruit is dropping. He will use 1,000 barrels for his packing and is now in the market for his supply.

L. R. BRYAN & CO., PRINCETON, ILLS., report only a medium crop of apples for their section this year. They advise that they will possibly need 1,000 or 1,500 barrels for their own packing, which supply has not yet been contracted for. L. R. Bryan & Co. say that baskets will be used for the early fruit for the home demand.

APPLELAND FARM, NEW CUMBERLAND, W. VA., reports a 50 per cent. crop of apples in its section for 1920. Appleland Farm will use 3,000 barrels for its own packing, which barrels they make on the farm.

FRED HUTCHINSON, CLYDE, OHIO, writes that his locality will harvest a normal crop of apples this year. Mr. Hutchinson advises that he will need one carload of barrels for his fruit, and is now in the market for his supply.

McCUE & SON, GREENWOOD, VA., report 40 per cent. of an apple crop for their section this year, and that they will use 2,000 barrels for their own packing, which barrels are purchased from local coopers.

H. E. WELLMAN, KENDALL, N. Y., reports from 80 to 83 per cent. of a full crop for his locality this year. Mr. Wellman says he will use 3,500 barrels if he can get them and is now in the market for 2,000 of his needed supply.

W. S. BROCK, URBANA, ILL., reports that the State of Illinois will harvest 52 per cent. of a full crop this year. Personally, Mr. Brock advises he will use 4,500 barrels for his own need, which packages he purchases in the St. Louis market.

W. R. CADY & SONS, ROGERS, ARK., report about 40 per cent. of the 1919 yield as the expected apple crop in their section this year. As to the apple barrels needed by them this season, W. R. Cady & Sons failed to advise us. In 1919 they used between 2,000 and 3,000 barrels for their own packing.

HOOD & WILLIAMS CO., GREENWOOD, VA., report 30 per cent. of a crop for their locality this year and advise that they will use no barrels this season, but will box their fruit.

C. C. CLEMONS PRODUCE COMPANY, KANSAS CITY, MO., report that the prospects are good for an apple crop in their section this year. They will use 5,000 barrels for their own packing and are in the market now for quotations covering their needed barrel supply.

FRED W. CLARK & SON, WYOMING, N. Y., report a good apple crop for their section this year, fully 75 per cent. of a yield being looked for. Fred W. Clark & Son advise that they will use from 3,000 to 5,000 barrels for packing their own apples and are now in the market for stock quotations sufficient for making their needed barrel supply. In commenting on the existing conditions among coopers, Fred W. Clark & Son say, "Coopers seem to be short of stock."

Norman W. Casper, New Burnside, Ill., reports a fair crop for his locality this year and advises that he will likely use about 800 barrels for his own packing this season, for which barrel supply he is now in the market.

WILBERT ORCHARDS, CHAS. CURTIS, MGR., WILLOUGHBY, OHIO, reports a large crop for their section this year. Mr. Curtis advises that they use no barrels for their apple packing.

F. E. RUPERT, SENECA, N. Y., reports that there will be a good apple crop in his section this year, but says it is a little early to say just how many barrels he will need this season.

SLOW BUYING BY APPLE GROWERS HOLDS UP COOPERS

FRED CARLTON, WYOMING, N.Y.—The apple crop in and around Wyoming this year will be a large one, the only drawback is the price of the barrel. The growers are holding back, as they do not like to buy at present prices. I am getting stock, so far, all right, as I buy my stock in Rochester. The apples are very nice this year, the fruit looking better than it has in a long time. I did not open my shop until last week (the week of June 7th) as the growers were not buying, so you see I am about 20,000 barrels behind, as I can make only about half as many barrels now because of my late start, and the growers will get about half as many barrels as they could use. It is going to be a hard time to get barrels this fall and maybe to get stock, so you can see what I am up against. It looks bad for us all. I am sending check for my subscription. I look for the JOURNAL every month and think it is the best for us all.

W. H. MEAD ASSOCIATED WITH "THE HOUSE OF FRIENDLY SERVICE"

Steadily increasing its field of operations in the matter of supplying tight and slack cooperage stock, as well as adding to its cooperage service activities by the establishing of a machinery department, efficiently handled, and expanding its working force and office accommodations to keep pace with its growth and progress, the J. C. Pennoyer Co., Chicago, under the aggressive leadership of George I. Nervig, has moved rapidly forward until now it is not only known as "The House of Friendly Service," but with its new headquarters at 8 South Dearborn Street and its newly-opened New York office at 25 Broad Street, and with its enlarged office personnel, the company is most excellently equipped to handle its large volume of trade both in the cooperage stock and machinery lines.

The latest member to join the working forces of the J. C. Pennoyer Co., and one who will without doubt fit in perfectly with the aggressive policies of the company, is W. H. Mead, long connected and favorably known throughout the entire trade. Not only does Mr. Mead know cooperage from the C to the E, having had seventeen years of experience in the trade, but he is equipped personally with just those character attributes that win both friends and business.

Mr. Mead acquired his initiatory experience in the cooperage industry with the Detroit Barrel Company of Detroit, Michigan. After spending two years with this company he joined forces with the National Manufacturing Company of Detroit for some seven years, traveling east of the Rocky Mountains buying and selling stock and for two years of that time acted as assistant manager. Leaving the National he became connected with J. T. Wylie & Company, of Saginaw, which he operated till about the time the European war started. The American Cash Register Company of Saginaw, and one of its leading institutions, made him a flattering offer to act as its general sales manager, which he could not refuse, and hence temporarily severed his connection with the cooperage industry. June 1st of this year Mr. Nervig, who is ever on the lookout for men familiar with cooperage and also with the art of salesmanship and buying, arranged with Mr. Mead to join the Pennoyer organization.

Mr. Mead will be found at general headquarters, 8 South Dearborn Street, Chicago, and would like to have his many friends in the industry at least visit him while they are in Chicago.

ESTABLISHED OVER ONE HALF CENTURY



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J. D. HOLLINGSHEAD CO. 208 S. LA SALLE STREET
 CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

Cleveland Cooperage Trade Better as Summer Season Starts Buying

Arrival of the regular summer season in the Cleveland and northern Ohio territory has not slowed down the buying of barrels, either slack or tight. In fact, the present season is expected to be more productive of big buying than ever before, because of the large demand for containers that will come from the food products interests alone. Another factor that is stimulating buying at this time is the gradual ascension of prices, following the higher levels in raw materials. Slack barrels locally have advanced about 10 per cent., some higher, others lower, according to kind of packages. Apple and fruit crops promise to be better than usual, and growers and packers are taking advantage of this condition to make as large shipments as possible. At least such is the impression of cooperage interests here.

Car Situation Main Key to Business Situation

The car situation is the key to the present-day business situation in the cooperage industry in this section as it is in other sections. During the last few weeks, however, there has been almost daily improvement in the car supply, so that slack cooperage is finding its way more readily to the consuming trade. So far, slack cooperage interests in this section have been pretty well supplied with material, but this phase of the industry is becoming more acute, as cars from the producing districts do not seem to be moving in this direction. Moreover, production has been seriously hampered, more so of late than previously, by rains and floods in the producing districts of the South, according to advices received here, and added to this is the problem of producers in obtaining enough labor. So far there is little stocking up by barrel manufacturers here, and finished product is finding its way out as soon as it is made.

Tight Barrel Market Strong

In tight barrel lines the market is exceptionally strong for this time of year. Not a little of this remarkable improvement in tight lines is due to the freight tie-up which seems to have a good as well as bad effect. Not a few consumers of tight cooperage, fearful that they cannot get sufficient quantities of their containers in the usual markets they patronize, are going farther from home, with the result that inquiries come to Cleveland from many directions hitherto unheard from.

Soft Drink Barrel Demand Big Factor in Summer Business

This happy condition is further supplemented by the fact that there is a larger consumption of general commodities requiring tight cooperage than usual during the heated period. The combination of these circumstances has increased the demands upon local plants close to fifty per cent. above the normal summer business. Principal takers of tight cooperage still are the foodstuffs and oil interests. However, there is a growing demand from the cider and vinegar producers, and now that real hot weather is here the soft drink business, already most promising because of the substitution of these products for liquors, has brought forth a tremendous demand.

"Tight cooperage interests in this section of the country report they are getting orders from consumers they had never heard from before," says C. C. Berry, secretary of the Cleveland Cooperage Co. "Buyers appear afraid they will be unable to cover their full requirements, and doubtless are buying more than they ordinarily would take at this time," said Mr. Berry.

Increased Prices Do Not Deter Buying

Another factor that appears to have a stimulating influence upon tight barrel consumption at this time is the gradual advance of prices. During the last month an average increase of 5 per cent. to 10 per cent. is noted, the increases varying with the kind of container. This is due primarily to the material shortage in the South, cooperage manufacturers point out. And this shortage, as far as this section of the country is concerned, is aggravated by the lack of cars to bring the material to this territory. Manufacturers now find that if they get materials in within 60 days they are lucky, for it is taking nearly 90 days for material to arrive. Ordinarily if it took three weeks to get material to plants it was considered a long wait.

Still another factor that must be confronted at an early date is the lack of steel hoops for tight cooperage finishing. Of late few mills have been shipping in hoops, and the indications are that even these soon will be curtailing their output. Most plants in this vicinity are still well supplied, however, and it will be a question of how to get finished barrels to the consumer rather than how to turn them out, for some time to come.

The Question of Transportation

At the A. M. Welti and Brothers Company this condition is emphasized more markedly in the last few weeks than ever before. The general demand here is up to normal for the time of year, according to John Welti, general manager. Orders continue to come in, both in large number and for sizable quantities. Almost daily there is a battle to get cars with which to make shipments, however, and this eventually must make for slower business unless there is early relief, it is pointed out. Meanwhile, this plant, like others in this vicinity, is taking advantage of present conditions to stock up.

Are Rebuilding Plant

Plans for rebuilding are under way by R. H. Myers & Company of its plant in the southeastern part of the city, following a fire which did about \$25,000 damage. The blaze was started by sparks from a fire in adjoining property, according to investigators from the marshal's office. At first it was thought the fire started from incendiary origin, as oily rags and waste were found near by. The initial blaze was from spontaneous combustion, however, investigators learned.

WITH THE BUFFALO TRADE

The high prices in the slack cooperage market are causing a good deal of caution among buyers, and the outlook is for small buying to be the policy pursued this summer. Hoops have been on the rampage the past month and are now \$14 to \$16 higher than a few weeks ago. Anybody who buys hoops these days has to have real money and a good deal of it. No. 1 six-foot hoops are \$64 to \$67 and No. 1 six-foot-nine hoops are \$70 to \$72. No. 1 kiln-dried basswood heading, 17½ inch is up to six to eight cents since a month ago, being now 27c., and No. 1 19½ inch is also higher, being 29c. No. 1 28½ inch gum-mixed-timber staves are stronger at \$36, while No. 1 30 inch is \$35 to \$37. Mill stocks are very small and much timber is going into lumber instead of cooperage.

Flour Mills On Half Time

The flour trade has been small for the past month and prices have been ruling too high to encourage much buying in large-sized packages. The mills have been

NEW YORK CITY, N. Y.
 CHICAGO, ILLINOIS
 THEBES, ILLINOIS
 LOUISVILLE, KENTUCKY
 RIVES, MISSOURI
 CROWDER, MISSISSIPPI
 CEDAR SPRINGS, MICHIGAN
 ST. JOSEPH, MISSOURI
 MEMPHIS, TENNESSEE
 MOBILE, ALABAMA

running on part time, for they have had no large amount of business coming in and a scarcity of cars has been delaying shipments. The difficulty in making shipment is not so great as it was, but this has not helped the cooperage business much. The price of barrels has been so high that millers will not buy barrels unless the trade actually demands them.

A Niagara County orchardist, who has raised apples and various other fruits on the same farm for several years, said lately that he was buying barrels for \$1.25 each, and felt it necessary to get as many as he could now in order to be able to obtain a sufficient number of packages in the fall. He was comparing the present cost of various things with the time when he could buy barrels for 40 cents apiece or less. He said that it was only a few years ago when apple pickers received 8 cents a barrel. A good two-hand picker could pick from fifteen to twenty barrels a day, and he doubted if \$6 a day would satisfy such men when they begin to work next fall. Asked if he did not expect to get at least \$5 a barrel for his apples, he said he did. So the thing is not so one-sided as it may appear.

Cider Men Have Eye on Apple Crop

An Orleans County apple grower has contracted his full season's crop of all varieties at \$5.50 per barrel, tree run. There is every indication of a heavy crop. It is said that cider men will be big bidders for this year's crop, especially those qualities which will produce a drink that has a desired "kick" to it.

Edward B. Holmes for Mayoralty Honor

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., was talked of at a Republican outing recently as a likely candidate for mayor of this city. He is prominent in the Manufacturers' Association, the Chamber of Commerce and other organizations, and during the past two years he has been active as chairman of the Republican campaign finance committee. He has been in charge of a movement lately to raise \$150,000 to carry on this fall's campaign. Last year the Republican organization leaders tried to induce Mr. Holmes to run for the State Senate at a special election in the forty-eighth district, but he declined, having made plans for a trip to California.

Conservation of Lumber, Subject for Association Discussion

George Little represented Jackson & Tindle at the second annual convention of the National Association of Wood Turners, which was held at Niagara Falls, Ont., on June 15, 16 and 17. About one hundred members were in attendance, including manufacturers of various wood products in all parts of this country and of Canada. Gifford Pinchot gave a talk on the conservation of lumber, and many other interesting subjects were discussed.

Frank J. Dryer, a Buffalo cooper, has filed a petition in bankruptcy, listing liabilities at \$2,130.01 and no assets. He has not been listed among the manufacturing coopers of the city.

The Quaker City Cooperage Co. has been running on part time recently and reports a rather light volume of flour-barrel trade. Treasurer George E. Barrett, of Philadelphia, has been spending some time here. President Harry T. Pennypacker was one of the Chamber of Commerce members, to the number of 350, who last month made a boat trip from Lewiston to the Thousand Islands and return.

Jackson & Tindle report a little better inquiry for apple-barrel stock than a month ago, but buying is not in any heavy quantity, owing to the high prices, which have scared the buyers from stocking up as they usually do.



OFFICE OF SECRETARY, A20 RAILWAY EXCHANGE BLDG.,
ST. LOUIS, MO.

Basis of Loss in Transit

The Supreme Court recently sustained lower court decisions awarding damages in case of property lost in transit, on the basis of what the value of the lost property would have been at destination instead of at the time and place of shipment as provided in the hills of lading. In the case in question, the value of the property at place of destination at the time it should have been delivered was greater than at the time and place of shipment.

Uniform Bills of Lading

A recent decision of the Supreme Court in the case involving the power of the Interstate Commerce Commission to prescribe the terms of the bill of lading probably will necessitate the holding of further hearings by the Commission on the question of prescribing forms for uniform bills of lading, it being evident that the Transportation Act of 1920 will require changes in the forms of bills of lading.

Suspension of Rates (Section 15)

The Commission recently gave notice that "suspension of proposed rates should not be requested unless protestant is sure that he understands the effect of the rates and that his request rests on good grounds. The request should state clearly and concisely the reasons relied upon in support thereof. The one who requests suspension should at the same time send direct to the carrier or the tariff agent who issued the tariff, advice that request for suspension has been filed, and of the reasons for that action. The request upon the Commission should be accompanied by a statement that the carrier or agent, naming them, has been so advised."

"If protestant desires to be heard orally by the Suspension Board, the request for suspension should so state and be filed with the Commission at least 15 days prior to the effective date of the tariff." Requests for suspension shall be filed not less than 10 days before the effective date.

Prepayment of Freight to Canada

A recent conference ruling of the Commission provides that ".....where transportation of persons or property or transmission of intelligence by wire or wireless takes place partly within the United States and partly within the Dominion of Canada, the tariff charges or divisions thereof accruing for the part which takes place within the United States are payable only in lawful money of the United States....." but that carriers subject to the Act will be expected to refrain from the practice of requiring prepayment of charges in cases where not customarily required prior to the development of the difference in exchange values and where they are not justified by other considerations.

Penalty Charge on Transit Shipments

The \$10.00 per day penalty charge assessed on shipments of cooperage stock, lumber, etc., held for reconsignment, the cancellation of which was authorized by the Commission to become effective June 1st, will be continued until November 30, 1920, as per Demurrage Tariff No. 4 A, Fairbank's I. C. C. No. 8, issued May 27th on one day's notice under special permission of the Interstate Commerce Commission.

Lumber manufacturers have been insisting upon the continuance of this charge in order to curtail the operations of so-called transit car lumber dealers, who, it is claimed, are responsible for the delay to cars held for reconsignment. We are continuing our efforts to secure the elimination of this charge on shipments of cooperage material.

Payment of Freight Charges—Ex Parte No. 73

(See Bulletin No. 100)

As a result of the hearing held by the Interstate Commerce Commission in Washington, April 20th, in connection with the establishment of Rules and Regulations covering the payment of freight charges as per Section 405 of the New Transportation Act, at which the Association was represented by its attorney, an order was issued by the Commission June 4th providing that under the conditions set forth in the report, carriers may extend credit for a period of 90 hours—effective July 1, 1920.

SUGGESTS BARRELS OF ASSORTED STAPLE GROCERIES

The following letter received by Secretary Kraft in answer to The Associated Cooperage Industries Board advertisement in "Good Housekeeping," not only makes good reading, but it contains some encouraging statements and worth-while suggestions which the barrel advertising forces will undoubtedly make use of in due time. Meanwhile, Secretary Kraft is still on the trail of all those Association members who have not as yet lined up with the real necessary advertising ammunition so that this vitally necessary work can be pushed and augmented.

Apropos of the barrel advertising campaigns, the JOURNAL wants to reiterate now what it has been seeking to drive home for so long, and that is that there is not a cooperage or cooperage stock manufacturer, tight or slack, large or small, new or second-hand, within or without the Association membership, who should not do his full share in contributing to these barrel advertising campaigns. Not to do so means that you are neither playing fair with yourself nor with your fellow tradesman. As every member of the industry directly benefits from the work done in advertising the wooden barrel, so every member should feel in honor bound to share in the expense of this work. The fact that you are not a member of The Associated Cooperage Industries of America need deter none who are genuinely anxious to protect their business. Where there is a will there is always a way. The following letter is good evidence that barrel advertising pays:

2-29-20.

The Associated Cooperage Industries of America—
(some name)—but it sounds good.

GENTLEMEN—Think of a cooper advertising in a woman's magazine—but why not? Looks easy and sensible enough now, but I want to pay my respects to the adventurer who thought of it and to the man or board who were willing to try it out.

It's worth the money whether it wins or not—as an adventure, and an encouragement to the members of the force to advance other ideas. They can't all win, but enough of them will, to keep up the enthusiasm, and the ambition to try again.

A barrel is the most sensible container ever thought of for almost any purpose. I live in the country, and I use barrels, half barrels and kegs for nearly everything: Feed bins, automatic feeders, automatic water fountains, chicken coops, brooders, smokehouse, fumigators, storage bins (for small tools, nails, staples, etc., in distant fields), portable stations for chemical fertilizer, portable water tanks—I can't begin to mention the many uses, and new ones crop up every little while that surprise me.

A neighbor was hawaling the fact recently that about 30 bushels of choice seed corn were becoming infested with weevil, and feared he must lose it for the want of a tight bin in which he could fumigate it with carbon bisulphide. I took him over to the barn, loaded on a half dozen barrels and a few galvanized iron tubs to fit down over the top, and told him to go home and have it all saved before night and bring back the barrels.

Why, in this climate, a man does not need any buildings if he has barrels enough, and he wouldn't even need a house if they made barrels as big as rooms. A silo is nothing but a big barrel. But the biggest thing I know about for the use of a barrel, I ain't a-goin' ter tell ye, for it is patentable. The barrel makes the ideal unit for a series of receptacles according to the capacity needed that could not be improved, and would only cost a tenth as much as the arrangement now in use, and hundreds of thousands more would be in use in one year if the present price was not almost prohibitive.

But what I started to say is that I get my groceries from the North and so do hundreds of others, and the grocer that had sense enough to make up barrels of assorted staple groceries at a spot cash price would get some business, for the shipments get delayed, damaged, items strayed and have to be traced, when if they were in one barrel packed right it would be a godsend, for they would all come together and it packed right could go right through a wreck without damage.

More power to you and your association. If I wasn't so comfortably fixed and free from fuss I would have to butt into your game whether you wanted me or not, for I know more uses for a barrel than J. Pennington himself.

I said I had one patentable idea—(O, yes, you can patent an idea if you know how), and I have another which could not be patented, but the barrel grocer could issue a booklet of suggestions and plans for the use of barrels for a purpose that half of the farmers would jump at and buy the groceries for the sake of the barrels—nighabout.

Now come on with your information about the "Slack Division" you promised us in the ad., and if the spirit moves you can add any little reference to the contents of this letter that might occur to you, and it will all be read and appreciated.

Yours very truly,

(Signed) CHAS. A. DEXTER.

Tight Cooperage Stock Wanted

Always in the market for
White Oak, Red Oak,
Ash and Gum Staves
and Heading,
For Lard and Oil Tierces,
and Pork Barrels.

We also buy Slack Cooperage Stock

Quotations Solicited

Swift & Company

Cooperage Department

South St. Joseph, Mo.

THE LATEST IMPROVED "TREVOR" Stave and Heading Machinery IS BUILT BY TREVOR MFG. CO. LOCKPORT, N. Y.



On Stock
for immediate shipment
1-20 in. "Trevor" Heading Planer
1-24 in. " " " "
SUBJECT TO PRIOR SALE

A full line of the latest improved
cooperage stock machines

TREVOR MFG. CO., Lockport, N. Y.

Southern Agency with
J. C. PENNOYER COMPANY
Chicago, Ill. and Memphis, Tenn.

COOPERS' CHIPS

The St. Andrews Cooperage Co., St. Andrews, Fla., has been incorporated.

The Texas Barrel Company, Houston, has increased its capital stock from \$10,000 to \$40,000.

William Fashee, owner of the French stave plant at Selma, Ark., is planning to remodel his stave plant and to install machinery for the manufacture of heading as well as staves.

Zinc, Ark., is to have a new stave mill. The plant is being erected by the Mt. Olive Stave Co. of Batesville, Ark.

A plant for the manufacture of staves, heading and veneer is being erected by the Sherwood Lumber and Manufacturing Co., Barnwell, S. C.

A new plant for the manufacture of tobacco cask slats, heads and staves is a new building project which is interesting the Valdosta Timber Co., Valdosta, Ga.

The Elkon Barrel Co., Elkon, Fla., will rebuild its plant which burned recently.

A barrel plant is being erected at Creswell, N. C., by the People's Milling Co., Inc., of that place.

The Alcoa Cooperage Co., Wilmington, Del., is a newly-incorporated company of which M. A. Bruce, S. E. Dill and T. L. Croteau are the incorporators. The Alcoa Cooperage Co. will manufacture barrels and kegs.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

RE-MANUFACTURED COOPERAGE MACHINERY FOR SALE

- 1—24" Whitney late style drum stave saw.
- 1—Oram double independent wheel stave jointer for 36" staves.
- 1—Oram low frame double wheel lister.
- New Noble bolt equalizer for handling bolts 28" to 36" long, equipped with new 36" saws.
- 100—6" roller bearing dry kiln trucks.
- 40—3" roller bearing dry kiln trucks.
- 1—Gerlach double wheel stave jointer for slack barrel staves.

NOBLE MACHINE COMPANY, Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

BARREL TRUSSER

FOR SALE.—One Holmes Barrel Trusser No. 13, single belt drive. Will truss barrels and kegs in good, first class condition. THE JOSEPH OKER SONS CO., 420 Findlay St., Cincinnati, Ohio.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

FOR SALE—

- 1—Greenwood 24" slack heading planer.
- 1—Greenwood No. 3 slack heading jointer.
- 1—Rochester slack heading turner.
- Complete with tools and knives. Good as new. Very reasonable price. Write E. HENNING, INC., Chicago, Illinois.

HEADING MACHINERY FOR SALE

- 1—Greenwood heading saw with 2 saws 46" and 50".
- 1—Holmes heading press.
- 1—24" Trevor planer.
- 1—No. 4 Greenwood heading turner fitted for sizes 9 1/2, 10 1/2, 12, 14, 16, 17 1/2, 19 1/2, 20, 24 inch.
- 1—Buffalo Forge 45" exhaust fan.
- 1—Snook heading press.
- 1—Cut-off saw 42".
- 1—Rogers knife grinder.
- 1—Dry-kiln outfit complete with blower-engine and pipe belts, pulleys, hangers, shafting, etc., and miscellaneous tools and heading mill equipment.

WEST POINT COOPERAGE CO.,
Niagara Falls, N. Y.

FOR SALE—

- 1—Trevor stave cutter, jack and pulleys, balance wheel boxes complete.
- 1—Greenwood heading turner.
- 1—Greenwood heading jointer.
- 1—16" barrel saw. Three wood split pulleys 8 inch, face 3 feet.
- 1—20 horsepower steam engine. Address HARRISON HOWELL, Dundee, N. Y.

Slack Heading Machinery for Sale

FOR SALE.—Complete equipment of slack heading machinery, also blower system, portable saw mill, 100 HP. Pennsylvania tubular boiler with 65 foot stack, dynamo with switchboard and power cement mixer; good condition, good values. Address THE FANNING CO., INC., Perry, N. Y.

FOR SALE.—One heading machine and one cut-off machine for cutting blocks for heads. Address "M. C. C." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY FOR SALE

Cooperage Machinery for Sale Subject to Prior Sale.

- 1—No. 4 Greenwood stave cutter, complete with intermediate counter shaft, pulley and pitman, but has no knife.
- 1—Oram double stave planer complete with new knives and in good second-hand condition. This planer planes staves for slack or tight barrels on both sides at one operation, and does good work.
- 1—Chattanooga Machinery Co. make insulator pin machine complete with threading attachment and countershaft. This machine is in good second-hand condition and does good work; will turn and thread insulator pins up to nine inches in length.
- 1—Trevor heading turner for turning slack barrel heading; in good second-hand condition and does good work.

All these machines are good machines and we will sell them at a bargain.

J. D. BLACKARD STAVE & COOPERAGE CO., INC.,
Stuart, Va.

MACHINERY WANTED

WANTED.—One No. 34 1/2 Holmes double riveter; one No. 120 Holmes expander with extra set of dies to enable us to make 17 1/2" and 19 1/2" barrels. Address "BARRELS," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—

- 1—Hoop expander for flour barrels.
- 1—Riveting machine.
- 1—Greenwood slack stave jointer.
- 4—Stave presses.

VIRGINIA COOPERAGE CO., CLOVERDALE, VA.

WANTED.—Sawed hoop machinery, complete and in good order. Address "HOOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—One Gerlach 26-inch slack stave cylinder saw, without frame for extra length staves. Address "STAVE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE OR LEASE

Building 250 x 50, 15 feet high, with 480 feet railroad siding on one side and 200 feet on other side. Boiler room with 150 H. P. boiler. 3 1/2 acres of ground and located in the State of New Jersey within 25 miles of New York City. Address "BARGAIN," care THE National Coopers' Journal, Philadelphia, Pa.

Stave Mill for Sale

- 1—Stave mill portable boiler 80 lbs. pressure.
- 1—Gerlach 24" drum stave saw.
- Belts, pulleys, shafting, tools, etc. Address WEST POINT COOPERAGE CO.,
NIAGARA FALLS, N. Y.

Power Plant for Sale

- 1—Stationary H. T. boiler, 14' 11" long, 54" diameter. 62 tubes—13' 5" x 3". Rated recent inspection 90 H. P.
- 1—Portable saw mill boiler—approved recently for 80 lbs. pressure.
- 1—Atlas engine 8 x 16.
- 1—Slide valve engine 10 x 16.
- 1—Snow steam pump 3 x 5 x 3.
- Can inspect at West Point, Va. Address WEST POINT COOPERAGE CO.,
Niagara Falls, N. Y.

FINISHED PACKAGES FOR SALE

FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions. Address STONE HILL WINE CO., Hermann, Mo.

STOCK WANTED

WANTED.—A few cars 34- and 36-inch red and white oak K. D. & J. oil staves, and 30-inch No. 2 cottonwood and mixed timber slack staves; August, September and October shipment. DALLAS COOPERAGE & WOODENWARE CO., Dallas, Texas.

TIMBER LANDS FOR SALE

FOR SALE.—8,000 acres East Texas, cutting sixty million feet, with heavy red gum predominating; only \$200,000 in fee. No finer slack barrel location of its size in America. Also 1,000 acres best class of forked leafed white oak, \$8.50 per acre in fee. Also 80,000 acres in Arkansas, cutting 580,000,000 feet, with 345,000,000 fine oak, only \$40 the acre in fee. These are three of the choicest tracts of cooperage timber remaining in America. Address J. D. PEACOCK, 1412 Monroe Avenue, Memphis, Tenn.

TIMBER LANDS WANTED

WANTED.—To purchase tract of hardwood timber, ten million feet or more, principally gum for manufacture of slack barrel staves. Address POINTE COUPEE STAVE & LUMBER CO., 3134 Chartres St., New Orleans, La.

HELP WANTED

COOPERS WANTED

The Texas Company has a number of openings for First and Second-class Coopers at the points mentioned below. Good wages and steady work under the best working conditions. Apply by letter or in person to any of the following Texas Company plants:

Marcus Hook, Pa., Supt. Frank Nester.
Bayonne, N. J., Supt. A. E. Manley.
Providence, R. I., Supt. A. E. Sandford.

Permanent Foreman Wanted

We want a permanent foreman for a complete barrel plant located in Japan, owned and operated by Americans. Capacity 300 barrels per day, manufacturing direct from the timber. Must be thoroughly familiar with and capable of operating Holmes, Oram and Glader—heading, stave and setting-up equipment. Must also be able to train operators. State if married, age, experience, references, salary wanted. Address "PERMANENT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Foremen for tight barrel plant, to take charge of stave, barrel and head finishing departments; also stave jointers and heading makers. Oram machinery used. Address THE MICHEL COOPERAGE CO., Sandusky, Ohio.

WANTED.—Experienced man as Superintendent, and capable of running a tight barrel factory equipped with Holmes machines. A Newfoundland or a Canadian preferred. Address "E. W. R." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—One head turner, one jointer, one matcher and one pick-up man, to operate piecework on keg heading. Good wages and steady employment. Address GLADY MANUFACTURING CO., Gladys, W. Va.

WANTED.—Filer and Mill Foreman for a stave and heading mill. Must be thoroughly competent to keep up heading machinery, and must have had previous experience in keeping up drum saw sawing pine staves. Nothing but a thoroughly competent man need apply. Address "FLORIDA," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—A good stave cutter, preferably one that can joint staves. Write at once, stating salary. Address J. D. BLACKARD STAVE & COOPERAGE CO., Stuart, Va.

SALESMAN WANTED

We want a young man with some cooperage stock experience to take a permanent position as traveler. Must have buying and selling ability. NATIONAL MANUFACTURING CO., 1926 Dime Bank Building, Detroit, Michigan.

**Save Time—Save Material
FASTEN IT WITH STAPLES**



**STAPLES, HOOKS,
TACKS and
SMALL NAILS**
for
Barrels, Crates, Brooms,
Baskets, Boxes, etc.

Send for Booklet
Superior Tack and Nail Co.
DERBY, CONN.

GEORGE HERGET, Pres. W. R. FOLEY, Gen. Mgr. H. G. HERGET, Sec.

Pekin Cooperage Co.
ESTABLISHED 1861
PEKIN, ILLINOIS

Tight Cooperage, Staves, Heading
and Shooks WE SOLICIT A SHARE
OF YOUR PATRONAGE

The SOUTHERN COTTON OIL COMPANY
(Cooperage Department)
SAVANNAH, GEORGIA
MANUFACTURERS OF

Tight Barrel Staves and Heading
Either Air Dried or Kiln Dried, Jointed and Bundled
Also manufacturers of Tight Barrels, Kegs and Shooks for all purposes
CORRESPONDENCE SOLICITED

Are you in touch with the buying powers in the
cooperage industry? For a live wire connection
TRY THIS SPACE

**COOPER'S
FLAG**

BUTT FLAG
LONG FLAG
TOP FLAG

QUALITY THE BEST AND
PRICES RIGHT

ADDRESS
C. L. FRANTZ :: Seneca Falls, N. Y.

A. M. WELTI & BRO.
Manufacturers of
Coal Oil Barrels
Barrels, Half Barrels, Wood-Bound Tierces,
Pork Barrels, Kegs, Pails and Tubs.
All kinds Cooperage to Order.
7283 Kiesen Road CLEVELAND, O.

GEORGE H. SEAGREAVES
Manufacturer of
34" OIL BARREL STAVES
Shorts 24" to 30" long
Prompt Shipments
HARTS - - - W. VA.

SKUSE'S COOPERAGE ROCHESTER
New York

Manufacturer of
and Dealer in

**Staves
Heading
Hoops**

For all kinds
of Slack Barrels

ORDERS solicited for
straight or mixed cars.
Local coopers supplied.
Write us whether you want
to buy or sell as we know we
can deal to your satisfaction.

Address, **SKUSE'S COOPERAGE**
Corner Finney and Davis Streets
ROCHESTER, NEW YORK

CHICKASAW COOPERAGE COMPANY
MANUFACTURERS OF

Tight Barrels and Kegs

MAIN OFFICE BOX 143
BINGHAMTON BRANCH

MEMPHIS, TENN.

WRIGHT BARREL & EXPORT CO., Inc.
Successors to WRIGHT BARREL AND COAL CO.

JACKSONVILLE, FLORIDA

Manufacturers of **TIGHT COOPERAGE**

Oil and Tallow Shooks for Export
Correspondence Solicited

Hoop Nails Hoop Staples Hoop Fasteners

Bright, Blued, Coppered or Galvanized

Write for prices and samples

THE GEO. W. STANLEY CO. - Belleville, Ill.

LAYTON COOPERAGE COMPANY

Columbia and Water Streets :: Portland, Oregon

We carry a large stock of second-hand Barrels Fir and
Cider, Vinegar, Lard, Glucose and Oil Barrels Oak
We are in position to furnish you barrels for all purposes
Write Us When in Need

Are You in touch with the buying powers in the
cooperage industry. For a live wire connection
TRY THIS SPACE

Our Special
Ad.
Department



OUR LITTLE "Special Advertisements" are Wonder Workers.
They are bright nuggets in a big streak of pay dirt. Those who have used them know this is so.
They will sell anything that you have to sell. Don't delay. Make your offerings at once through

Our Special
Ad.
Department

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

SOUTHERN COOPERAGE COMPANY

Manufacturers of and
Dealers in all kinds of **Cooperage**

MATCHED STOCK A SPECIALTY

Office and Factory, 3134-3160 Chartres Street, New Orleans, La.
MILLS, FORDOCHE, LA.

Established 1860. Incorporated 1892.

Long Distance Telephone, 1155 and 1156 Bergen



C. HEIDT and SON
Jersey City Cooperage
Jersey City, N. J.

Manufacturers of New Flour, Sugar,
Lard, Oil, Whiskey, Glucose and
Fruit and Half Barrels. Also all kinds
of New Heading, Staves, Hoops, etc.

Office, Fairmount Ave., Cor. Amity St.

Factory & Storehouses, 42-56 Fairmount Ave.

FOUNDED 1850

(NEW YORK AND PHILADELPHIA)

INCORPORATED 1900

We are large buyers of Slack Cooperage
Stock of all kinds, and we want your prices

N. & H. O'DONNELL COOPERAGE CO.

BARREL MANUFACTURERS

Moore St., Water to Swanson Sts. PHILADELPHIA, PA.

E. HENNING, Inc. M. TAAFFE, Manager

STAVES, HEADING, HOOPS AND COOPERAGE

BOTH TIGHT AND SLACK

WE ARE NOW jobbing wire hoops and hoop steel in carloads or less, at mill price, and
WE ARE supplying Wire Hoop Orders large or small, to the satisfaction of all buyers. Write Us

105 South La Salle Street, Suite 1408, Chicago, Ill.

S. H. ADAMS, Portland, Ind.

Manufacturer of **Slack Barrel Heading** from 24" down
all kinds of to 17 1/2"

WE SOLICIT ORDERS FROM CONSUMERS, FOR PROMPT AND
FUTURE DELIVERIES. GIVE US A TRIAL.

Southern Cooperage Co., Inc.

Manufacturers of **KEG STAVES**

Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va.
A. C. L. and Virginian Railways, Carson, Va., A. C. L. R. R., Reams,
Va., A. C. L. R. R., City Point, Va., and Disputanta, Va., N. and W.
R. R. and Savage, Va., Southern Railway.

CLAREMONT - - - VIRGINIA

ESTABLISHED 1886

STANDARD HOOP CO.

LIMITED

Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft.
Long

ALSO HEADLINERS

Write us for prices
when in want.

BAY CITY, MICHIGAN

STANDARD COOPERAGE CO.

ABERDEEN, WASH.

Manufacturers of **TIGHT STAVES and HEADING**

From KEGS to FIFTY gallon sizes. In Straight or Mixed Carloads.
We guarantee our stock and give prompt shipments. Let us quote you on
any size stock for your requirements.

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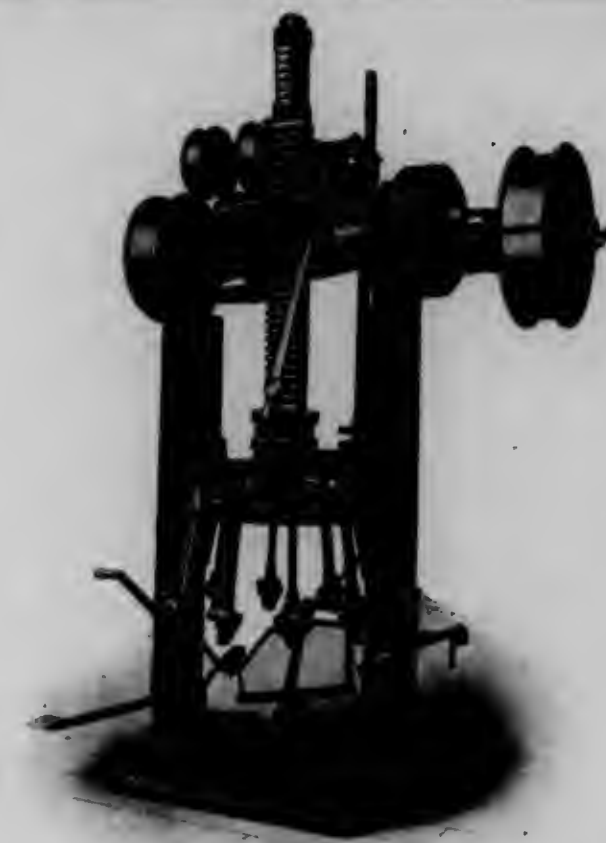
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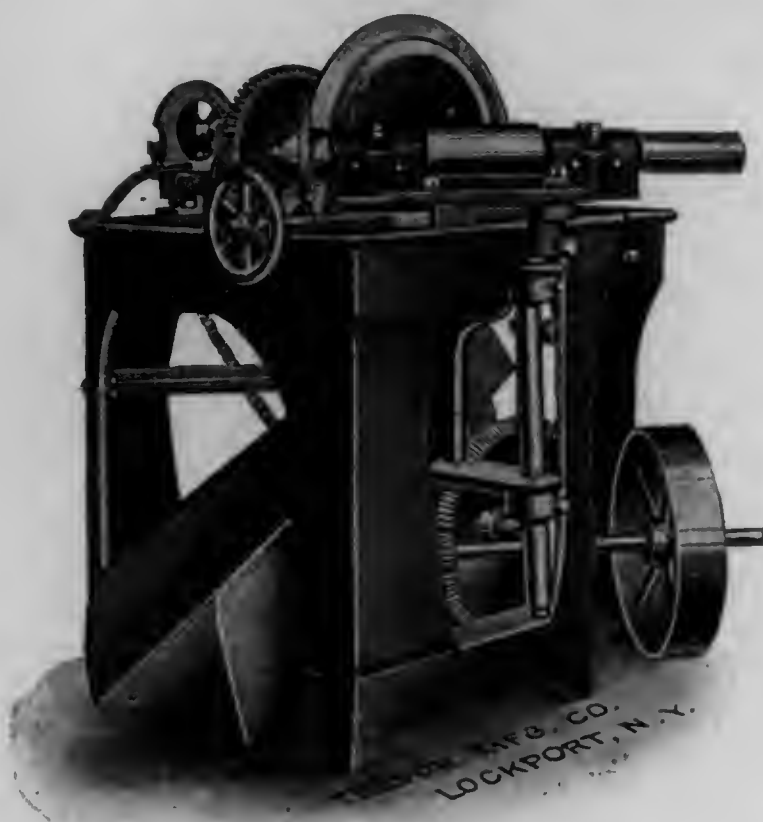
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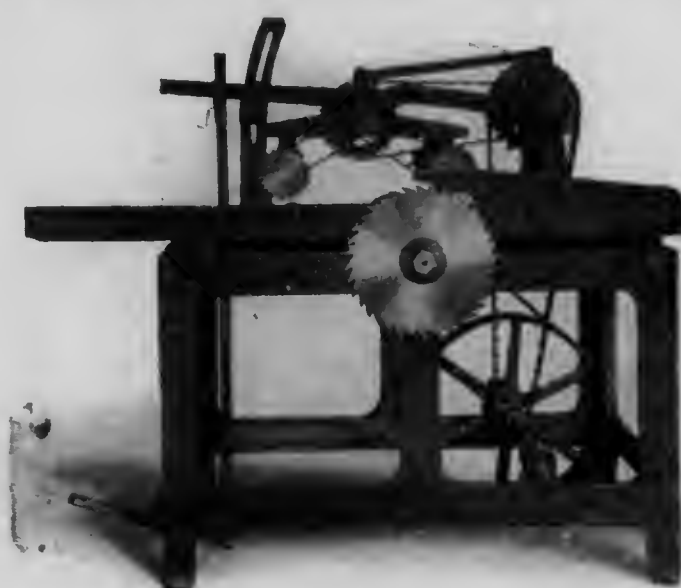
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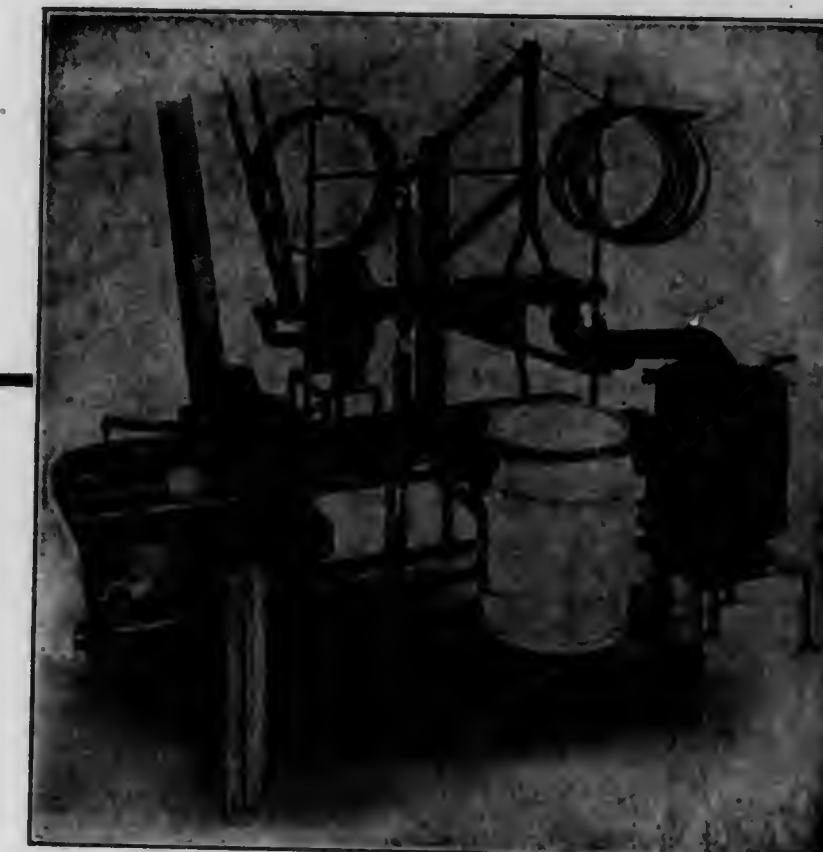
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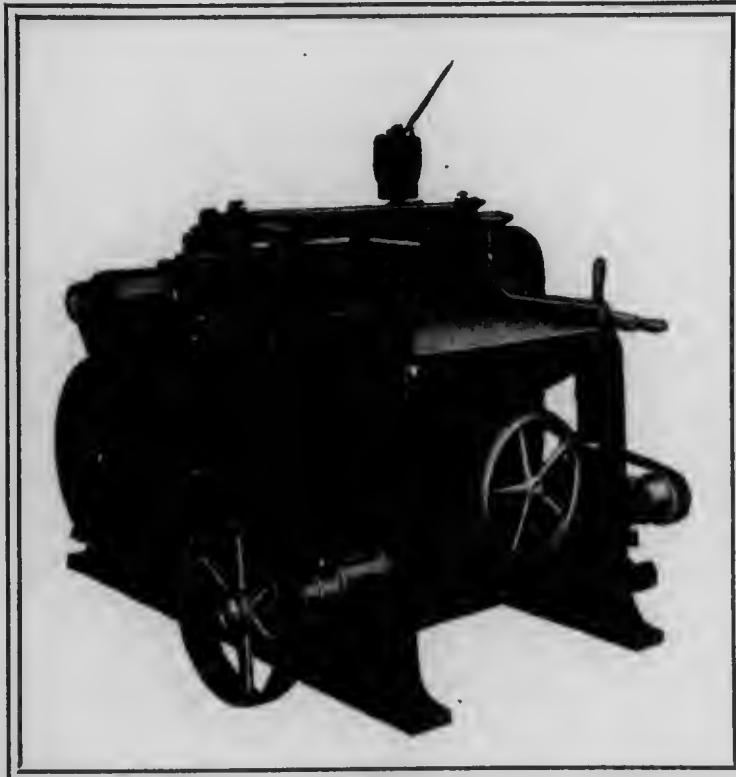
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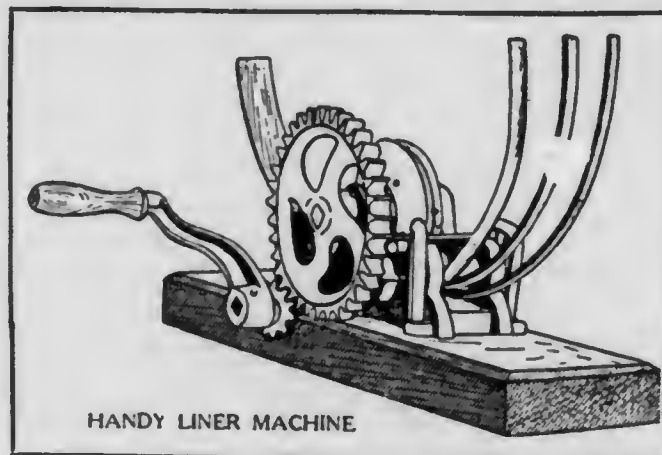
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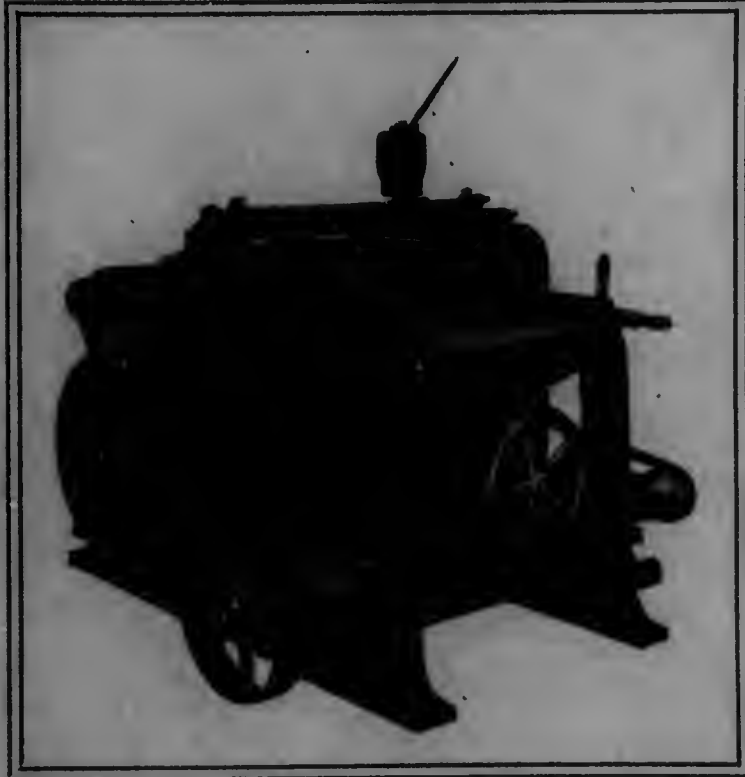
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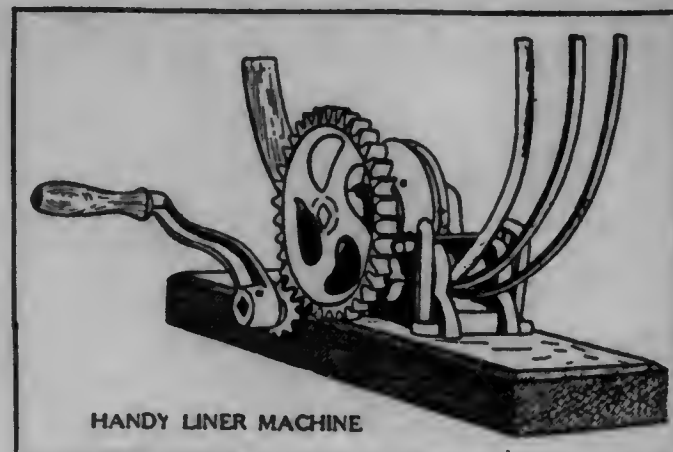
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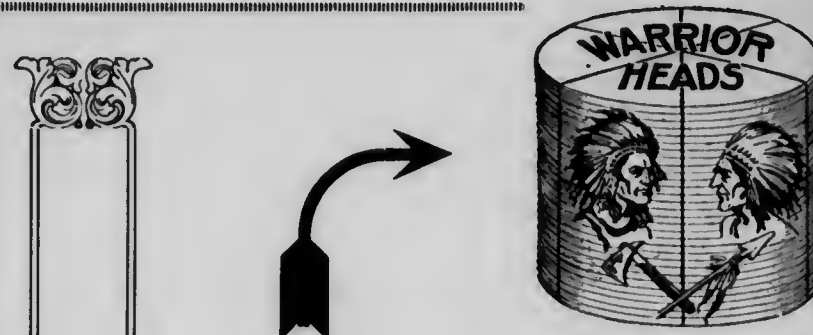
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Several cars M. R. Alabama Pine 17 $\frac{1}{8}$ " and 19 $\frac{1}{8}$ " Heading.
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3,800 sets M. R. Pine, 22", $\frac{1}{2}$ " thick, Slack Tierce Heading.

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The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, AUGUST, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 4

Predicts International Chamber of Commerce Will Be Spokesman and Guardian of International Affairs of Production and Distribution

The work of setting up the machinery of the newly organized International Chamber of Commerce is now under way in the temporary headquarters at 33 rue Jean-Doujon, Paris, according to a press bulletin just issued by the Chamber of Commerce of the United States. The permanent headquarters, which will be determined by the Board of Directors, will probably be located at the seat of the League of Nations.

Dr. Edward Dolleaux, professor of political economy at the University of Dijon, who is the temporary secretary-general of the International Chamber, is directing the work of putting the machinery in motion. He is being temporarily assisted by David A. Skinner, secretary of the Chamber of Commerce of the United States.

The outlook for the business "League of Nations" is very promising, according to American delegates who have returned to the United States from the Paris conference where the International Chamber was formed. They report that no more earnest group of men ever met for a greater cause than the 500 delegates from France, Italy, Belgium, Great Britain and the United States—the five foundation countries—who gathered for the purpose of building the machine which would be set in operation to deal with commercial problems between the nations.

American delegates point out that never before had the business interdependence of the world's commerce and the acute character of many of the pressing commercial, financial and economic problems been formally recognized. Nor had there even been such a serious and united effort made to find common ground on which unity of thought and action might take place. One enthusiastic delegate expressed the opinion that the International Chamber of Commerce will come to be the spokesman and guardian of the international affairs of production and distribution. With the lapse of a few years he predicted that the machinery of the International Chamber will be working so smoothly that most of the present difficulties of international trade will be largely eliminated.

At the headquarters of the International Chamber will be centralized data concerning economic and social conditions, the facts of production and requirements, and the possibilities of future production and requirements. It will act as a co-ordinating instrument for suggesting regulations and legislative measures to facilitate and encourage economic intercourse. It will also place at the disposal of members and of official agencies reports and conclusions which may be issued in accordance with its articles or constitution, and will form public opinion through publication of facts concerning business and economic conditions.

An idea of the broad extent of the work which the International Chamber means to cover may be gleaned by mentioning some of the points which were included in the program of the conference, as follows:

To make import and export trade easier.
To safeguard international trade against unnecessary waste and fraud.

Standardize international documents, practices and laws affecting commercial intercourse.

Remove international friction, much of which begins with commercial differences.

Increase the total production of the world, and make the product available to the people of the world.

Increase the mutual profit in international transactions, thereby promoting international friendship which is the basis of peace.

Cultivate personal friendship between business men and bankers of different nations, thus reducing prejudice and misunderstanding.

The constitution of the new organization provides for a board of three directors and three alternates selected by each of the countries represented. The American directors are John H. Fahey, formerly president of the Chamber of Commerce of the United States, of Boston, Willis H. Booth, of New York, Edward A. Filene, of Boston. The alternates are Harry A. Wheeler, formerly president of the Chamber of Com-

merce of the United States, of Chicago; William Butterworth, of Moline, Illinois; Owen D. Young, of New York. The Board of Directors has the authority to admit business organizations in countries that apply for admittance, and can select a limited number of additional directors from countries not already represented on the board.

Resolutions were adopted covering almost every phase of international commerce. One resolution offers the co-operation of national and local chambers of commerce with governments to reduce national and local government expenditure or administrative personnel. The resolution recommends that "intimate collaboration between governments and their respective business organizations be actively encouraged in order that public confidence may be revived and that labor and capital alike may be inspired to make the greatest effort to restore prosperity and plenty throughout the world."

Another resolution was adopted urging the formation of a special committee to study the advantages of establishing a bureau of exchange of foreign credits on the basis of reciprocal relations for the use of exporters.

Another resolution advocated an amendment to the present inequalities of treatment granted to foreign banks in different countries.

Discussion of the question of the world's supply of petroleum led to the adoption of the resolution proposing that in view of the world's shortage of petroleum, prospecting for new sources of new development should be made from special concessions. T. A. O'Donnell, of the American Petroleum Institute, stated that deposits of petroleum in the United States, while at present adequate, would soon be depleted and the country would then be faced with a serious shortage. "Mexico, on the other hand," stated Mr. O'Donnell, "had practically unlimited quantities of untouched petroleum which, under Diaz's administration, were free from exploitation, but which, under the recent regimes, have been closed to the world."

A resolution was also adopted calling for the appointment of a committee to investigate from a legal standpoint the mischievous use of trade names, and providing that this committee should prepare reports and distribute them among delegates sixty days before general meetings of the International Chamber. Such a committee will be organized by each national chamber and will be urged to give serious study to unfair competitive methods, with a view to advocating special legislation in regard to them.

The conference also adopted a resolution calling for the establishment of a customs tariff of the allied nations according to a common nomenclature. This resolution further recommends to the interested governments the establishment of a technical commission to unify customs regulations in the allied countries.

The revoking of import and export prohibitions as soon as the internal conditions of each country allows, was advocated in another resolution.

An important action was taken by the International Chamber in establishing a central bureau of international statistics for the purpose of collecting, centralizing, analyzing and interpreting statistical information for the business interests of the world. To that end a degree of uniformity, a classification of statistics and methods of determining value was recommended to the various nations.

The following recommendations were made to all countries:

To hasten the utilization of hydro-electrical power in every possible way.

To hasten the carrying out of the measures which tend to have mineral fuel used in the most scientific and economic way.

To develop to the utmost the coal resources of the world.

The special consideration of allied nations to the distribution of excess products to allied nations during the period of reconstruction is urged in a resolution.

The convention went on record, as distrusting Germany's intentions to fulfill her obligations to the allies as accepted by her in signing the treaty at Versailles.

The resolution presented by A. J. Hobson, chairman of the British delegation, and seconded by Chas. F. Coffin, of the American delegation, after stating that the reconstruction of France, Belgium and Italy is the most urgent question before the meeting, sets forth that in the opinion of the convention Germany has failed to reduce her army as promised by the terms of the treaty and has given no evidence of intention to do so; and concludes by urging upon governments of the allied nations that no further delay from the German government be tolerated. Copies of this resolution were sent to the premiers of the five allied nations represented in the convention.

AMERICAN MARINE INSURANCE EQUAL TO NEEDS

That American Marine Insurance is fully equal to the peace-time problems which it must face, was the statement of Hendon Chubb, prominent New York insurance underwriter, before the recent Seventh National Foreign Trade Convention in San Francisco.

Referring to cargo insurance, Mr. Chubb said, "The situation is that any importer or exporter can, except possibly in a few unusual cases, obtain in this market full protection on terms and under conditions that compare favorably with those obtainable by any foreign competitor, using either American companies or foreign companies domiciled here and in all ways subject to our laws; the choice of the shippers being represented by the fact that this premium income is divided, 64 per cent. American companies, 36 per cent. foreign companies. Not only does this market cover about 95 per cent. of the business placed by American importers and exporters, but the amount of business so placed bears a very satisfactory relation to the whole volume of import and export business of the United States."

"The situation as to hull insurance is different. A large portion of this business is placed in foreign markets with companies who pay no tax to this country and are in no way subject to our State regulations."

In the opinion of Mr. Chubb, this situation will be corrected as soon as our Government-owned shipping is placed in the hands of private owners, and as soon as State insurance regulations and taxation laws are made more uniform and less oppressive.

"I know of no other important commercial country where the merchants are willing so freely and for a moderate consideration in the way of reduced rates, to insure with underwriters having no domicile in the same country as the merchants, and where suits, if any, must be brought in other courts, and I believe that this policy in the end is not a wise policy; it is not a policy that has been followed by other nations important in world commerce."

"There are today American companies authorized to do marine insurance business, with combined capital and surplus of over \$280,000,000. This capital is more than enough to do the entire business of the United States with perfect safety and without taking into account the very large amount representing the American capital and surplus of foreign companies held in this country for the benefit of American policy holders. Introduction of Government capital and credit would accomplish nothing but interference with the free use of the capital already available. The amount of business which these companies assume is not limited by want of capital; it has been limited, particularly as regards hulls, by the want of a large volume of diversified business on rates that promise a chance of being remunerative. When these conditions come, and given that the merchant marine is sold to private owners, the capacity of the market will be sufficient for every requirement."

STEEL TRADE GETS COAL CARS

Approximately 15,000 freight cars were released from the coal traffic and made available for carrying steel, railroad officials estimate, under a recent order of the Interstate Commerce Commission declaring that the term "coal cars" as used in its priority orders shall not include flat-bottom cars with sides less than thirty-eight inches in height. The commission originally expected only flat-bottom cars with sides less than thirty-three inches in height.

THE FINAL DECLARATION OF THE SEVENTH NATIONAL FOREIGN TRADE CONVENTION

As the authoritative voice of the foreign commerce of the nation, the Seventh National Foreign Trade convention, recently assembled at San Francisco, presented the following final declaration on questions of vital import to the future prosperity of our country, and commended to the careful consideration of Government and the people of the country these opinions and recommendations:

The United States as a creditor nation should afford to other nations every fair and reasonable opportunity to sell their products to us, especially of raw materials, without detriment to existing industries.

(a) To permit of the liquidation of the obligations of the debtor nations;

(b) To promote exchange of products in view of the impossibility of their making all payments in gold;

(c) To provide return cargoes for our merchant marine; and

(d) To relieve the demoralization of industry and exchange in Europe.

Every proper measure should be devised to encourage our manufacturers and producers to exercise the full employment of all their facilities (a) to satisfy home demand and (b) to provide a surplus for foreign consumption, for the occupation of our merchant marine, and for the provision of supplies to foreign nations more than ever dependent on us under present conditions for articles of necessity and sustenance, or for materials to rehabilitate their depleted stocks and war-worn industries.

As collateral influences in this program of expansion of exports and imports, it is important that (a) The interests of producers generally should be safeguarded and maintained on a fair and equitable basis; (b) That production should be increased to the maximum in order to restore normal conditions of employment and living; (c) That our banking institutions should be afforded every reasonable opportunity and protection in their efforts to expand their services to foreign commerce and in enlisting the interest of American investors in foreign securities, with united action to this end, if possible, by exporters, bankers, manufacturers and other producers of this country; (d) That a greater number of American merchandising houses should be established abroad. They would sell our goods, buy foreign goods and create a better trade and financial situation.

Many associations have been formed under the Webb-Pomeroy act, resulting in expansion of American exports. As time goes on supplemental legislation may be necessary to further develop international trading.

The Government should maintain as a principle of foreign policy that American enterprise abroad is entitled to the same measure of protection from the Government of the country where domiciled that foreign enterprises domiciled in the United States receive from this Government.

The American Merchant Marine

Our Merchant Marine should revert as soon as practicable entirely to private ownership and operation as contemplated by the act creating the Shipping Board. We urge that legislation be passed promptly providing for the sale of Government owned tonnage on terms uniform to all buyers, having regard to the current cost of building vessels of similar type and tonnage in American shipyards. Unsold ships should be chartered at current market rates for world tonnage without restriction as to trade routes.

Owing to the insufficient number of passenger vessels in the Trans-Pacific and South American trades, measures should be taken to relieve the situation by promptly utilizing available passenger vessels in these trades.

The investigation of the American navigation system which the Shipping Board was directed by its organic act to effect should be completed with the least possible delay, and such revision and improvement made as will enable the operation of the American Merchant Marine on a fair competitive basis.

Shipbuilding has become a great industry and we should build for the world's markets, as well as for our own requirements. American ships were once among the largest of our exports, and there is no reason why they should not be so again. We sell locomotives, freight cars, agricultural implements and other manufactured products in all the markets of the world.

A steamship is a commodity of commerce like any other product of the mechanic art, and labor should be employed in the building of ships for export as well as in the production of shipbuilding materials for export.

Marine Insurance

The Convention considers that this important adjunct to Foreign Commerce can be best carried on by private enterprise. The State and Federal Governments are

urged to take steps to remove those disabilities caused by non-uniformity of State laws and excessive taxation, which place American insurance companies at a disadvantage with the foreign insurance markets with which they must necessarily compete.

The vast market which the United States offers to other nations on a basis of equality; the supplies of American raw materials exported without taxation or discrimination, and the large tonnage available in our ports to foreign shipping on equal terms with our own, entitle American export and import trade to equality of treatment in all foreign markets.

The Tariff as Related to Foreign Trade

To insure such equality of treatment the American tariff, whatever its underlying principle, should provide for additional duties on imports from nations discriminating, by tariffs or administrative practices, against the trade of the United States.

For the non-partisan and scientific ascertainment of the effect upon our commerce of the world-wide readjustment of commercial treaties, revision of tariffs and erection of new preferences and discriminations, the appropriations for the maintenance of the United States Tariff Commission should be increased, and its investigations supported by Congress and the business public.

Efficient rail and inland waterway transportation is no less a part of export and import trade than ocean shipping. Sound public policy supporting private operation of railways is imperative. Continued development of inland waterways is necessary to the perfection of economic trade routes.

Cables, Wireless and Mails

Conditions of communications with foreign countries are intolerable. The delays in foreign cables and mails hamper commerce and greatly increase the cost and risk of doing business. Additional cable facilities and the extension of wireless telegraph service are imperative.

The expansion of our foreign trade can be greatly facilitated by the further establishment of American chambers of commerce abroad and foreign trade sections of domestic commercial organizations. Effective assistance already has been afforded by these instrumentalities in promoting reciprocal relations, commercial arbitrations and adherence by their nationals to the best trade practices.

The establishment of foreign trade zones at the principal American ports, where products from all countries can be assembled, classified, manufactured and re-shipped, will be of great assistance in developing full cargoes both ways, so essential to the success of the new American Merchant Marine.

The activity of the Post Office Department in extending international parcel post facilities for the United States is highly commendable. It is hoped that this activity will be continued until the service has been established with all nations and colonies.

The State Department should have adequate and competent representation in all lands, and especially in those new nations sprung from the reorganization following the war. Its representatives should be properly compensated and housed, and equipped with the means for effective service.

Legislation should be enacted establishing both the Diplomatic and the Consular Service on a basis which will attract competent and ambitious young men into our foreign service as a permanent vocation.

The commercial attaché and trade commissioner service of the Bureau of Foreign and Domestic Commerce should be materially expanded and placed upon a permanent basis with an adequate scale of compensation.

There should be such reorganization of the foreign service of the Government as will eliminate any duplication of effort, and will enable it continuously to perform that effective work essential to the fullest development of our foreign trade.

Scientific Educational Preparation for Foreign Trade

Only in such measure as we equip our business agents and official representatives with accurate knowledge of foreign markets, with practical knowledge of foreign languages and with a wide knowledge of the economic, social and political conditions prevailing among the peoples of other lands, may we expect them effectively to represent us in official life or successfully promote the expansion of our commerce.

The Convention, therefore, emphasizes the need of scientific educational preparation for overseas commerce by which the youth of the land may be fitted to cope with and solve intelligently the problems growing out of our increased participation in international affairs. Such training is an essential and fundamental factor in any successful foreign trade policy.

Federal Incorporation of American Companies in China

American companies in China must operate under American laws, owing to extra-territorial treaties with China. The present American laws do not give our corporations the same opportunity as corporations of other nations with which we must compete for trade in China.

Under the Hongkong ordinances our British competitors operate as China companies without income tax. American companies that have organized under the Hongkong ordinances are compelled by recent British "Orders in Council" to replace American directors and executives by British.

Bills now pending in Congress, if enacted, will permit such companies to return to the protection of the American flag and will encourage the formation of new American enterprises in China for further development of foreign trade.

These bills provide for federal incorporation and will enable American companies to compete with corporations of other nationalities on even terms with respect to taxation.

A treaty of peace safeguarding every fundamental principle of the Government of the United States and protecting the rights of American citizens should be effected without delay.

DENMARK EXPECTS TO FIND BIG FUTURE BUTTER MARKET IN UNITED STATES

According to Trade Commissioner T. O. Klath, located at Copenhagen, the present butter production in Denmark is between 30,000 and 40,000 casks (50 kilos each) per week. Almost 30,000 casks are available for export, principally to England, also to Sweden, Norway, Switzerland and the United States. The weekly domestic consumption is about 5,000 casks.

It is expected to sell large quantities of Danish butter in the United States in the near future. Under present conditions Denmark will probably be able to sell the entire surplus production of butter for June, even if England ceases to buy on account of the expiration of the last export agreement. The butter export committee sent special representatives to Great Britain to negotiate about a new agreement to run from the beginning of July.

NEW YORK GETS BIG DANISH BUTTER SHIPMENT

On July 16th the largest single shipment of Danish butter ever received in this country reached the New York port, and is now offered by dealers in the East. The cargo contained 44,000 casks, or 4,000,928 pounds, being the equivalent of approximately 80,000 American size packages or tubs averaging sixty-three pounds each. Figuring 400 tubs to the car, the cargo arriving on the steamer Mahia is about 200 cars of butter, or five trains of forty cars each.

The S. S. Mahia was chartered by the International Mercantile Marine Co. of New York, and was sent to Denmark to get the butter. It consumed about all the surplus in the Danish market except that purchased by the British Government. That is being loaded on steamers at Copenhagen and sent to British markets as rapidly as possible. The British Government's order was for approximately 20,000,000 pounds, or five times the size of the cargo just received by dealers in this country. The British order is said to be about one-half the present production of butter in Denmark.

SPANISH GROWERS DESTROY WINE TO KEEP UP PRICES

A recent report from Madrid, Spain, was to the effect that thousands of persons in Spain are incensed over the action of the wine-growers in the Valdepenas and other vineyard districts, who after a meeting threw large quantities of this year's yield, which is extremely bountiful, into the rivers in order, it is said, to maintain the high prices of wines.

Lack of transportation prevented the producers from exporting wines and fruits, therefore, in the course of their meeting, the wine-growers decided to destroy the products rather than permit the public to obtain wines at moderate prices.

MONTHLY ASSOCIATION "GROUP" MEETINGS HAVE GOOD ATTENDANCE

The regular monthly "group" meetings of The Associated Cooperage Industries of America were held during July, the pine heading group meeting at the Tutwiler Hotel, Birmingham, Ala., July 14th, and the tight stave and heading group and the coiled elm hoop group at the Gayoso Hotel, Memphis, Tenn., July 15th and 16th, respectively. All meetings were well attended, with Secretary Krafft on hand at each one of them.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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M. E. DOANE, Editor-Manager
G. A. McCANN, Associate Editor

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ADVERTISING

Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES

Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is a little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

According to reports the apple crop, in such sections as were visited by severe rain and hail storms during July, stood up well, no great damage or decrease in estimated yield being feared.

The demand for barrels of all kinds goes merrily on, regardless of existing conditions as to quick deliveries, etc., users apparently being satisfied that the barrel men will get their supplies to them as promptly as is possible.

Instead of cooperage business falling off, new business for the barrel is being regularly reported, prevailing transportation conditions being the leading deterrent factor in the acceptance and handling of this new business.

In spite of the sleet and rain, chill and sweltering weather which is greeting the vacationists wherever assembled this year, there are many requests being received for extension of vacation periods. Guess most all are taking a chance on striking three days of regular weather before the summer is over.

Now it is the poultry raisers who are going to "boost" their wares, the report being that at their annual convention, to be held at the Coates House, Kansas City, Mo., August 10th-14th, the American Poultry Association will discuss a method of creating a national advertising fund to give publicity to the food value of eggs and poultry.

The International Apple Shippers' Association will be in annual convention at the Hotel Sherman, Chicago, Ill., August 10th to 13th, and a cordial invitation is extended to all members of interested and allied industries to be present. The wooden barrel, its manufacturers, supporters and boosters will be on hand at the Hotel Sherman as per established custom.

Improvement in labor conditions was reported from many sections during July. With the freight increase decision in hand and with the steady and sure, though slow, and, in many cases, unwilling acknowledgment and acceptance of re-adjustment conditions as they must and are shaping themselves, we will soon find business generally and all engaged therein slipping into the grooves that will mean increased harmony and future prosperity.

On July 17th the JOURNAL's New Orleans representative, Mr. Angus Gaines, was painfully injured in a street car wreck. Six persons were hurt in the car crash, Mr. Gaines being the most badly hurt, having suffered a fracture of two ribs. Angus was mighty sorry that he could not greet the JOURNAL's readers with his regular monthly letter in this issue, but in view of the fact that this is the first time he has missed in all

the many years of his JOURNAL's representation, we think he can not only be forgiven, but that he can hear us and his many other friends say: "Glad the damage is not worse, Angus. Best wishes for a quick recovery."

The JOURNAL's Editor acknowledges with thanks the handsome remembrance received from the Cate-LaNieve Company, slack cooperage stock manufacturers of Memphis, Tenn. The remembrance, a fine leather bill folder, bearing the recipient's name and the company's initials attractively done in gold, is the seventh annual remembrance to be sent out by the Cate-LaNieve Company in appreciation of the business co-operation received from its many customers and friends. That the Cate-LaNieve Company has prospered most satisfactorily during its seven years of business life is convincingly noted from the interesting statement enclosed with folder, which shows the capital, surplus and undivided profits increase from July 1, 1913, to July 1, 1920, to have been \$308,470.09, while the value of stock shipments made during the seven years was \$5,416,038.58. Yes, we will say that the Cate-LaNieve Company has moved right along since they started seven years ago, and we will further say that they are still going.

The pressure applied by bankers, which has been, and still is, severe, does not, according to some authorities, square very well with the assurance of Governor Harding, of the Federal Reserve Board, that "there is no shortage of money," it being the expressed opinion that if the Governor tried to "rustle" a few funds just now he would discover differently. The following statement by the head of the Reserve Board has, however, attracted wide notice and had a most stimulating effect throughout industrial, commercial and mercantile circles. The statement mentioned says: "Financial preparations for crop movement are much further advanced than they ever were. This is the general opinion of the banks in the great agricultural centers. There is no shortage of money. There is an extraordinary demand for money and credit, as there always is when the crop movement begins. The complaints we hear now we will again hear in 1922 and in 1925 and all the time. Again, we must take into consideration the fact that all the indications point to bumper crops of every kind; quite naturally an unusual demand for money follows."

LITTLE CHANGE IN COOPERAGE SITUATION OVER A MONTH AGO, SAYS C. M. VAN AKEN

There is such a sameness in the cooperage business between this month and last that there is but little of additional interest to report. The demand for cooperage of nearly all kinds continues to exceed the supply. The car situation is no better now than it was a month ago, and so the troubles of the men trying to supply the wants of the cooper have not been lessened. The crop conditions throughout this part of the country continue to be very favorable, and as far as one can see now there is nothing that can prevent a decided scarcity of all kinds of cooperage stock during the next few months.

NATIONAL MANUFACTURING COMPANY REPORTS BUSINESS GOOD IN ALL SECTIONS

We find business in all sections very good. There is a decided shortage of hoops of all kinds, and unless sufficient hoops are placed in the hands of the consumers, shipment of staves and heading will be curtailed. There is a good demand for apple barrel stock, but hardly enough is being manufactured to take care of the immediate demand of the trade.

Our export business in England is fairly good, considering the high rate of exchange. South American shipments, especially Cuba, are held up by the dock strikes in Havana. In Canada we find a good demand for apple barrel stock, with very little stock on hand at the manufacturing mills. We estimate a good percentage of the stock used will necessarily be imported from the States. We look for a good volume of business during the month of August.

RAILROADS SEEK RIGHT TO FIX INTEREST

At Washington, July 29th, representatives of railroads and banking interests told the Interstate Commerce Commission that the roads found it impossible to borrow money at 6 and 7 per cent. interest, the rates recently fixed by the commission for the sums the roads must raise to match advances authorized from the Government's \$300,000,000 revolving fund. In view of present uncertainty of the money market, it was agreed that it would be impracticable for the commission to fix a rate, and it was urged that the railroads be permitted to make the best terms they could in the market and still be entitled to their share of the Governmental advance.

I. C. C. GOES FULL LENGTH OF LAW IN GRANTING INCREASE TO CARRIERS

Railroad rate increase, both passenger and freight, estimated to increase the annual transportation bill of the nation between \$1,400,000,000 and \$1,500,000,000, was granted July 31 by the Interstate Commerce Commission, effective as soon as the roads can give the commission and the public at least five days' notice of the new tariff, and they must be in operation before January 1.

Actually, the new rates which provide a 20 per cent. increase in passenger fares, excess baggage charges and milk throughout the country, and freight advances of 40 per cent. for the eastern railroads, 25 per cent. for the southern, 35 per cent. for western and 25 per cent. for the railroads of the mountain-Pacific group cannot be applied before September, as it will take the railroads at least thirty days to compute the new rates and publish the tariffs. A surcharge of 50 per cent. on rates for sleeping and parlor cars was granted.

Coastwise and inland steamship lines and electric railway companies also were granted permission to increase their freight rates in proportion to the increases granted to the railroads serving the same territory.

The advance, which in the aggregate is by far the largest rate increase ever authorized for American railroads, still is \$143,000,000, or \$243,000,000 short of the total asked by the railroads. The railroads applied for passenger and freight increases aggregating \$1,643,000,000, which included the \$626,000,000 wage increase recently granted by the railway labor board.

According to the best estimates, the rates now approved by the commission will not raise more than \$1,500,000,000, but that estimate is admittedly conjectural, because the commission split the so-called western rate classification into two groups and permitted a widely different percentage of freight rate advance for each group.

From figures submitted to the commission by the carriers when their applications for the increases were made, it was unofficially estimated the apportionment of the advances would work out a \$1,285,300,000 on freight, \$223,800,000 on passenger, \$43,600,000 on Pullman, \$4,500,000 on milk and \$1,400,000 excess baggage charges.

On the same calculations the eastern roads would get the greater part of the total increase, receiving approximately \$873,930,000, as compared with \$559,483,000 for the western lines, including those in the mountain-Pacific territory, and \$135,298,000 for the southern carriers.

The increased charges on freight alone were estimated as equaling a levy of \$12 per capita per annum for every man, woman and child in the country, basing the nation's population at 105,000,000 for 1920, recently made by the Census Bureau.

In applying the new rates the commission went the full length given to it under the Esch-Commins transportation act. Under its calculations the roads will be permitted to earn 6 per cent. on their valuation, but the valuation fixed by the commission is \$1,140,572,611 less than the valuation of the railroads as carried on their books. The so-called book value upon which the railroads have computed their estimates of necessary advances is \$20,040,572,611, while the valuation fixed by the commission is \$18,900,000,000.

In handing down its increase rate decision the Commerce Commission said: "The increases here authorized are intended to yield the additional one-half of one per cent. of the aggregate value of the roads to make provisions for improvements, betterments and equipment, chargeable to capital account. The record leaves no doubt as to the needs of the country for additional transportation facilities."

"All carriers participating in the increases will be expected to make appropriations for additional improvements, betterments or equipment of a character chargeable to capital account and to make report to us semi-annually showing what portion of the increases here authorized has been devoted to that purpose."

Further, in handing down its decision, which was unanimous, the Commission said:

"Most of the factors with which we are dealing are constantly changing. It is impossible to forecast with any degree of certainty what the volume of traffic will be. The general price level is changing from month to month and from day to day. It is impracticable at this time to adjust all of the rates on individual commodities. "The rates to be established on the basis herein before approved must necessarily be subject to such readjustments as the facts may warrant. It is conceded by the carriers that readjustments will be necessary."

"It is expected that shippers will take these matters up in the first instance with the carriers, and the latter will be expected to deal promptly and effectively therewith to the end that necessary readjustments may be made in as many instances as practicable without appeal to us."

PROPER CAR LOADING GUARANTEES SAFE BARREL SHIPMENTS, SAYS "EXPERIENCED COOPER"

It seems that all the superintendents of oil companies who read my few remarks in the June number of the JOURNAL, relative to barrel inspection, agree that conditions as outlined exist with the general expression, "Yes, it is true, but how can we help it? Get us first-class coopers and we will be indebted to you." Now, then, right out of the "shot-box," I want to say, first, that when some firms have a good cooper they do not treat him right. A cooper has a lot to stand for. He has to get his work out and it does not matter if he has a lot of bad barrels, the office looks for the same amount of work every day.

I know a first-class cooper who started with a firm that had been having trouble with their barrels, and great things were expected of him. After working for two weeks the manager of the firm let him read a customer's letter about a car of barrels that were received in bad order. The cooper said he would keep his eyes open and see if he could find the trouble, as the shipments were all new barrels and well coopered before filling, having gone through the machine.

Some time after, the shipper was loading a car of barrels and the cooper inspected every one before going into the car. Every barrel was sound, but just as they were closing the door of the car the cooper came along, and, seeing a space at the door, asked why they did not put some more barrels in. The shipper replied that the order called for 60 barrels. "Well," said the cooper, "get some 2 x 6 planks and brace these barrels so that they will not move." He was told to mind his own business, as the shipper had been loading cars for years and would not stand for anyone telling him how to load a car. The cooper, being a new man, said nothing, but quietly took the number of the car and its destination and gave a copy to the boss, who said: "Oh, Fred is all right, just a bit cranky." Ten days later the cooper was called into the office. He took his notebook along with him, as he had been keeping tab on all the work. The manager gave him a letter to read, which was about a car of barrels, and it said that the contents had been running out both doors and over the car wheels. The cooper took a look at his book and asked the boss for the note he gave him. On looking it up it was found to be the car of 60 barrels that the shipper had told the cooper to mind his own business about. The barrels had shifted, some of them had broken staves, and every one had to be coopered by hand, which cost the company \$108, besides nearly losing a good customer.

The above is only one instance of what a good cooper has to stand for. A manager of an oil company asked me today if filling coal oil into a formaldehyde barrel would be all right. I said, if you don't want to see every one in the house crying their eyes out and running out of the house when mother lights the coal oil lamp. I would advise you not to do it. That is just what has happened, he said, and asked me to get a cooper for them that knew his business, as they were having an awful time with their barrels. You have got to wear a mask when steaming formaldehyde barrels or emptying them into bottles.

I am with the JOURNAL for a better barrel, new and second-hand, and I think it's up to every cooper in the trade to contribute their knowledge and experience in the trade for the benefit of everybody who has anything to do with the barrel. We have all got to work together for the good of the barrel now, more than ever before, and I say let us all get busy, and don't let us be afraid to tell the other fellow what we know if what we do know will help him keep the barrel in the running.

WILL ERECT BARREL FACTORY

The McGuire Fertilizer & Phosphate Company, Hastings, Fla., is to erect a co-operative barrel factory.

FRENCH EXPORT EMBARGO ON EMPTY CASKS

A cablegram from Commercial Attaché W. C. Huntington, Paris, July 22, 1920, states that a French decree of July 17, published July 21, 1920, in the Journal Officiel, prohibits the exportation of empty wooden casks ready for use (item 595), except under license from the Minister of Finance.

INCREASE IN ARGENTINE IMPORT DUTIES

Consul General W. H. Robertson has cabled from Buenos Aires, under date of July 8, 1920, to the effect that a new tariff law was promulgated in Argentina on July 6, effective July 7, 1920. This law provides an increase of 20 per cent. in all nominal valuations, the percentage of duty to remain unchanged. This is equivalent to an increase of 20 per cent. in the duty on all imported articles.

NEW YORK COOPERAGE CLUB ORGANIZED

An organization of special interest and one that will undoubtedly prove of significant value as it grows is the New York Cooperage Club, the membership of which club consists of manufacturers, dealers and consumers of barrel material located in Greater New York. In sending the JOURNAL information of the new organization, Mr. E. H. Williams, of the Associated Cooperage Company, Inc., 150 Nassau Street, who is one of the committee of the new club, says:

"The object of the New York Cooperage Club is to promote friendly and social relations and to cultivate a better personal acquaintance among the members. It is intended to discuss topics of common interest and to use the influence of the club for the general welfare of its members.

"The first meeting was held at the Hotel McAlpin, on Tuesday, June 22d, and we had a very nice attendance. The second meeting was held at the Machinery Club, on Wednesday, July 21st, at noon, and was also well attended. A secretary and treasurer comprise our list of officers, and there are five directors. Mr. Frank R. Wright, of the G. I. Frazier Co., is secretary and treasurer, and W. K. Knox, of the Lucas E. Moore Stave Co., C. J. Curtin, of Farnum-Cheshire Lime Co., E. H. Shelley, of the Tide Water Oil Co., W. J. Lee, of the New Jersey Zinc Co., and E. H. Williams, of the Associated Cooperage Co., are the directors. Meetings are held monthly at noon, and we expect to accomplish a great deal of good through this association."



I. B. MENDENHALL NOW WITH THE NATIONAL MANUFACTURING CO.

The National Manufacturing Company, the "Best Stock" manufacturers, of Detroit, Mich., have secured the services of I. B. Mendenhall, for many years interested in the cooperage trade, both as a manufacturer of slack cooperage stock, having been interested in a mill at Peach Orchard, Ark., and as manager of different plants of The Vail Cooperage Co., Fort Wayne, Ind. In advising of the acquisition of Mr. Mendenhall's services, Walter C. Hartman, president of the National Manufacturing Company, says: "Mr. Mendenhall is a thoroughly practical cooperage man in every way, having been in the trade since his youth. His headquarters will be in some convenient city in the Southwest, which territory he will cover after August 1st."

BEGIN WORK ON COOPERAGE PLANT

The St. Andrews Cooperage Company has been organized at St. Andrews, Fla., and has started work on the erection of a barrel factory at Tampa, Fla. The company plans to supply the local fishing trade now and extend it later.

GILLET STAVE COMPANY INCORPORATES

The Gillett Stave Company, Gillett, Ark., has been incorporated with a capital stock of \$200,000, S. S. Colvin, J. L. and S. R. Williams being the principal incorporators. The Gillett Stave Company has acquired a large tract of timber on Bayou Meto and the Arkansas River, which will be manufactured into slack and tight staves and tight heading. The company will start with a daily capacity of 55,000 staves. Messrs. Colvin and Williams are progressive and long-experienced cooperage men and the trade can look for rapid progress and steady growth in the business of the newly incorporated Gillett Stave Company.



H. F. Buck, Elberfeld, Ind., is in the market for apple barrels.

G. E. L. Badlam, Rutland, Vt., is in the market for 200 apple barrels.

Ernest H. West, Dorset, Vt., is in the market for 5000 apple barrels.

Kickapoo Developing Co., Guys Mills, Wis., is in the market for 600 apple barrels.

A. A. Hinkley, Dubois, Ill., is in the market for quotations on apple barrels.

M. O. Day, Robinson, Ill., is in the market for from 5,000 to 10,000 apple barrels.

George W. Phalin Lumber Co., Tuscaloosa, Ala., is in the market for molasses barrels.

W. A. Irwin, Route 9, Springfield, Mo., is in the market for from 500 to 700 apple barrels.

Landock Lumber Co., 16 Pelletway Bldg., Tampa, Fla., is in the market for sawn and split white oak staves.

M. H. Jones, Elizabeth City, N. C., is in the market for heading machinery and stave saws. Address Mr. Jones, care of the First National Bank.

Schofield Oil Co., Doremus Avenue, Newark, N. J., is in the market for oil barrels. Address correspondence to L. Nelson, care of the Schofield Oil Co.

Melrose & Richards, 10 Sandport Street, Leith, Scotland, is in the market to buy in large or small quantities used sherry, wine and whiskey casks. Packages must be in good condition.

St. Andrews Cooperage and Mfg. Co., St. Andrews, Fla., is in the market for a head-sawing machine to circle slack heading from 1 1/2" to 1 3/4". The company also wants twisted splice wire hoop machinery.

Nix & Bugbee Company, potato shippers of Hastings, Fla., are in the market for pine or gum staves, pine heading and elm hoops for potato barrels. Nix & Bugbee Company purchase stock sufficient for from 75,000 to 100,000 barrels annually.

Valdosta Cooperage Company, Valdosta, Ga., is in the market for cypress staves and heading in amount sufficient for making 10,000 barrels. Staves to be 32 x 3/4", thoroughly dry and planed on the outside, banded 68" to the set, jointed with 4 1/2" average; heading to be 3 1/4" x 1 3/4", planed on the outside. For reliable deliveries the Valdosta Cooperage Co. will pay spot cash upon arrival of the needed material.

WANTS DIRECT INFORMATION AS TO AMERICAN BARREL COATINGS

MALAGA, Spain, July 22, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

As a manufacturer of barrels for the exportation of alcohols, wines, oils, vinegar and products shipped in brine, I am interested in knowing the preparations used in your country to apply on the interiors of the containers for these different products, so as to avoid loss through the porosity of the wood, and also prevent contents being contaminated by the barrel. I would therefore thank you to put me in touch with makers of these preparations and have them communicate with me direct.

Yours very truly,

EDUARDO FRANQUELO

PROVENCE, FRANCE, BARREL MAKERS BEGIN YOUNG

The boys of the Junior Red Cross Farm School, the district of Provence, France, are learning to make barrels.

Provence, since the days of the Roman settlement in France, has been famous for the wine distilled from its grapes. With the post-war resumption of this industry, quantities of barrels are now needed for wine storage. The barrel makers earn a good wage, and this has proved a profitable occupation for the smaller lads in the school during the winter months, when the rain makes work in the fields difficult.

Huge woods surround the estate on which the Red Cross Farm School is conducted, and these woods furnish the material out of which the youthful carpenters make their barrels.

The system of training used at this Junior Red Cross School gives every boy a wide interest in all the problems of the farm, and every opportunity is made for each pupil's future development. Even one year of mechanical training is given, so that these future farmers may be able in every emergency to repair their own machinery. In this way their agricultural development is well-rounded, from making their own barrels to mending their own steam plows.

JOURNAL CORRESPONDENT CITES SOME BUSINESS "CONNINGS" THAT YIELD BIG RESULTS

"Con," so the dictionary tells us, means to fix in mind, to commit to memory. When these three letters begin a word, they imply a getting together, or being in close contact or touch, as can be seen in the following words. Condense, meaning keeping the essentials in such close touch that no non-essentials are present. Concentrate: to get as close as possible to the subject. Concert: acting together as a single unit. Therefore—

When business conditions are as they are today it is a mighty good thing to do considerable "conning," that is, to get in closer touch and to act in greater unity.

Concord

Genius has been called perspiration, but one can work in his back garden on a hot summer day, start an excellent perspiration and still be very far from being a genius. Genius is really concentration, the fixing of the mind so firmly upon the work in hand that nothing can detract until that work is done.

The essential difference between a man of genius and just a plain, ordinary man is the difference in the power of concentration. Only when one concentrates can he accomplish the greatest results. There is the same difference between concentration and the lack of concentration that there is between reading a printed page carefully and merely glancing at it. In order to get the most out of life or out of business, especially in these times, one must concentrate.

Concert

There is an old adage that in union there is strength. The degree of strength, however, depends upon the closeness of the union. The United States is the same Union that existed during the war, but it is not now accomplishing anywhere nearly as much. The reason is the present lack of concerted action. Results, big results, quickly accomplished depend upon concerted action.

If we could have concerted action today, it would not be long before business would once more be back to normal and there would not be all this talk of danger ahead, of the high cost of living and of the high cost of production.

The transportation situation is costing the country millions of dollars. It can be relieved quickly by the concerted action of all shippers and railroads in keeping every car moving every minute that it is humanly possible to make it move. No one is entirely satisfied with present business conditions. They are too uncertain. They can be stabilized and normalized by the constructive concerted action of labor, employers, financiers and the buyers of goods. Our present danger lies in too much action that is not concerted, in too much fault-finding and too little constructive work. Constructive concerted action would be our salvation.

Confide

Whole industries have come to grief because they failed to confide in their customers to a sufficient degree. They failed to get close enough to their customers in regard to information. They failed to tell customers what the customers should know.

The highest form of selling and advertising is based upon confiding to the right extent in the customers. A certain amount of confiding must also be done in employees, and employees must confide to a certain extent in their employers. The business must be treated as though composed of three partners, the customers, the employees and the partners or stockholders, and a sufficient amount of confidences exchanged between these three to make the business a success.

It is the lack of confidence, of confiding, that brings on wars. It may be a war between nations, it may be a war within a nation, it may be a war between capital and labor, it may be a war between consumers and dealers where the consumers buy from the dealer. If there is a sufficient degree of confiding, if there is a sufficient interchange of ideas, all misunderstandings can be settled without recourse to the very costly and destructive methods of warfare.

Conserve

During the past years so much has been destroyed that there is not now enough to go around. It is more than ever necessary that we conserve, that we get the most out of everything that we use, that we use everything in such a way as to make it last as long as it is possible to make it last.

We are hearing ominous warnings about the paper supply, the oil supply and many other things. The only way we can prevent real hardship in the future is to conserve now, to save, to make everything go as far as it will.

One thing that everyone can conserve is energy. Less fault-finding and the utilization of the energy that now

goes into fault-finding for real productive effort would make a lot of difference in the months to come. It is surely high time that every ounce of energy be conserved for something that is really worth while and that it be not used for destructive work. Already the world has suffered more destruction than it could afford. It now is time to build up, to conserve.

Concord

Concord may be defined as fixed harmony. It is working together, thinking together, striving to accomplish the same purpose. When there is concord, conservation, concerted action and concentration, nothing can prevent the result that it is purposed to secure. When any one of these is lacking, failure is imminent.

The reason why no more is being accomplished today is because of the lack of concord. There is no harmony. Everyone is not working together. Instead, people are blaming each other for conditions for which they themselves are more or less to blame. These conditions will not be changed until there is greater concord.

Everything that is really new is the result of concentration. All really great accomplishments are due to concerted action. Conciseness makes it possible to get the most out of the time at one's disposal. Confiding leads to confidence, without which nothing really worth while can be done. Conservation gives lasting results and provides for future generations as well as the present. Concord, perfect harmony, is the lubricant that keeps all running smoothly, saves energy and keeps down wear and tear. Apply these to life or to business and the results are bound to be pleasing.

CLEVELAND TRADE OPTIMISTIC AS SEASON GETS UNDER WAY

Marked revival of optimism can be seen at the different cooperage plants in the Cleveland, Ohio, district, as the season for different classes of packages gets under way. Conspicuous in the new demand is the business being placed by producers and shippers of apples for barrels. It is agreed that this demand is better than usual for the time of year, and ahead of expectations of even only a month previous.

About the most significant development of the last few weeks, however, is the large amount of so-called foreign business that is coming to Cleveland cooperage interests. Consumers in distant sections from Cleveland, seemingly unable to obtain sufficient quantities with which to meet their immediate needs, are turning to this quarter for their barrels. Consumers in Southwestern States, seldom if ever heard from in this market, are coming here. This part of the inquiry is largely from oil interests. From New York State, Pennsylvania and other more distant localities came the farming interests for packages for their apples and other fruits or produce. Hence the optimism for a record year among barrel producers here.

The Transportation Handicap

But whether this satisfactory condition will be realized is another thing, for the railroads must be reckoned with. If anything, the transportation situation has grown worse since the beginning of July than it was before. It is becoming increasingly difficult for producers here to obtain sizeable quantities of material, and in this respect they are hampered still further by unsatisfactory labor conditions and unfavorable weather in the producing districts. While shipments of finished barrels from this point to consignees in both east and west communities from Cleveland are better in the last week or so than they have been, the movement is entirely too slow to take care of all the business. Hence a lot of new accounts that could be closed by manufacturers here must be turned down in preference for the old customers, whose needs will be filled first. As one leading manufacturer in Cleveland district points out, the amount of business to be done by the barrel interests here now depends almost entirely upon the ability to make shipments.

Movement of Tight Cooperage Has Increased

Movement of tight cooperage from the plant of the Cleveland Cooperage Company has increased in the last week or so, as is necessary by reason of the increase in number and size of orders over the same period a year ago. Officials at this plant point to the larger number of orders and the increase in size of individual requirements as well. This is accounted for by the fact that consumers believe that by increasing their size of order, they will be reasonably sure of getting at least a portion of it. Significantly there has been no word of cancellations of barrel orders, even though complete shipments are made, proving that there also is an outlet for the containers in excess of last season.

Packers Are Calling for Barrels

Paint and oil interests lead in the tight barrel demand here at the moment, and it is largely from these sources that a lot of strangers, to Cleveland manufacturers, are seen in this market at this time. Meat packing interests, which have always turned to this market for a large portion of their tight barrel requirements, are heavier consumers than ever, and a big increase in demand from interests between Cleveland and New York is noted.

How Stock Travels From Mill to User

Surplus stocks still make for maximum production at the Cleveland Cooperage Company, otherwise production might be below the business being booked. An adequate illustration of what the trade is up against here may be noted from the fact that a shipment of material from the South that left the mills in May, had not reached Cleveland by the middle of July, while under ordinary conditions it might take three weeks to reach manufacturers here.

Slack cooperage is coming in for its share of the new business being booked with Cleveland firms. According to leading manufacturers here many new accounts for apple barrels are being received, largely from producers and shippers in the New York and Pennsylvania districts. Increase in the general demand for slack containers from the usual sources also is evident. The significant factor from the slack barrel manufacturer's point of view is that there is less quibbling on the part of consumers over prices today than there has been at any time since abnormal conditions in the trade began.

"The entire barrel trade may be said to be regulated by the railroad situation," says Mr. Coyle, of the Grief Bros. Company. "It appears to be more difficult each week to get material into Cleveland, and in making shipments the manufacturer of cooperage has to fight for every car he needs. This influence, combined with unseasonable weather in the South and unfavorable labor conditions at the mills, helps to curtail the supply of material, and hence boosts the price. It now looks as though prices for the finished cooperage will trend higher before there is any reaction. Certainly lower prices are not in sight at this time."

At the A. M. Welti & Brothers' plant, John Welti, general manager, is inclined to quote Rube Goldberg. The increase in orders being placed doesn't mean anything, because only a comparatively small amount of barrels can be shipped. About half the number of cars required to make shipments from this plant are being received. Production at the Welti plant is keeping up, however, as the shortage in materials was anticipated long ago by increasing surplus stocks.

Better production at all plants here is due in part to the increase in labor supply. All plants now are turning out a good deal more production than they did three or even one month ago. Curtailment of operations in other industries is releasing labor to the cooperage plants.

C. C. Berry, secretary, the Cleveland Cooperage Company, is spending the summer with his family at Nantucket Island, Mass.

COOPERS' CHIPS

A stave mill will be erected at Natchez, Miss., by Henry Young, according to report.

Lake Worth, Fla., is to have a new barrel plant. Ricon Sons & Co. will build the plant.

The Arkansas Cooperage Co., Newport, Ark., has increased its capital stock from \$10,000 to \$75,000.

A cooperage plant will be erected at Lexington, Ky., by the Western Petroleum Company of that city.

The barrel plant of Elmore & Bott, at Painter, Va., burned recently. The plant was totally destroyed.

The Myers Stave and Mfg. Co., Piggott, Ark., are building a new stave plant for the manufacturing of tight barrel staves.

Miller Bros., Hazard, Ky., have just purchased a new timber tract and will cut staves and railroad ties, according to report.

The Terre Haute, Ind., plant of the Vigo Cooperage Co. has been purchased by the Dix Hardwood Lumber Co., of Sullivan and Paxton, Ind. According to report the new owners will take charge of the Terre Haute plant at once.

A new heading mill is being erected by the Canadian Cooperage Co., Smith's Falls, Ont. The new plant will be close to the site of the company's present factory, and, according to Manager W. G. DeMarse, will employ from 45 to 50 men when in operation.

The Alexandria Cooperage Co., Alexandria, La., will soon start the erection of a \$200,000 barrel and veneer mill on the south shore of Little Bayou, near Pensacola, Fla. A twenty-five thousand acre timber tract has just been purchased by the company.

Louisville Reports Great Deal of Improvement in Cooperage Situation, Tight and Slack, Over a Month Ago

The cooperage situation as a whole has shown a great deal of improvement during the month. Demand for both tight and slack barrels is good, while production of staves and heading, both tight and slack, is increasing. However, while producers are getting the material cut, the car supply situation is bad, and this is especially true at the isolated mill points. Louisville is reporting a good car supply as a whole, but that is not the case at small points where there are very few cars unloaded. In isolated districts some lumber concerns report only a 20 per cent. car supply.

The embargo situation has improved to a point where there are very few embargoes, although some trouble is being experienced in reaching Baltimore and Philadelphia. Increased use of Southern ports for export and import business is expected to relieve congestion in the Eastern terminals considerably.

Stock Production Has Improved

Local cooperage men report that as a result of better weather conditions and dry woods, production of staves and heading has improved wonderfully, but that as a result of short car supply there is no strong competition for business, and prices are remaining strong, there being no reductions noted in tight or slack stock.

Much complaint is being heard concerning labor supplies, not only at stock plants, but at cooperage plants. Some concerns operating stock mills in the South report all conditions good with the exception of labor and cars, while some of the local cooperage plants report that there is a considerable shortage of good barrel makers.

Excellent Run of Slack Business

During the past month the slack barrel people had an excellent run of business on potato and produce barrels, but potato barrels are only used on early shipments of the first crop, when skins are tender, and bulk car-lot shipments are now being made, or sacked shipments.

Demand for flour barrels has been dull, as mills have been closed down for a month, awaiting new wheat. Wheat is moving slowly, and prices are high, while consumers of flour are not buying, and jobbers are waiting for expected lower prices, which milling conditions do not warrant. Mills are now running about half time.

Best Apple Barrel Demand of Years Is in Sight

It is reported that the best fruit barrel demand of years is in sight, and that orders are coming in for early shipment, fruit pickers not taking any chances with slow movement of freights at a time when they need barrels, and are placing orders now for made-up and knocked-down shipments in car and less than car lots. In making shipments of less than car lots, much trouble is being experienced in securing space.

Export Trade Is Looking Up

E. L. Throgmorton, general agent for the American Overseas Forwarding Co., a division of the Southern Hardwood Traffic Association, which includes the local cooperage trade in the Louisville division, caught the local lumbermen and traffic members at a meeting of the Louisville Hardwood Club, at the "Devil's Kitchen," a few days ago, and discussed export possibilities. He stated that England had been holding off for lower prices but that stocks were low, and England was beginning to buy. He reported good export prospects, especially in lumber, and stated that bottoms were plentiful for handling shipments.

Increases Capital Stock

Amended articles have been filed by the Holly Ridge Lumber Co., operated by the Norman-Wymond interests of Louisville, in which the capital of the lumber company is increased from \$350,000 to \$800,000, debt limit being increased to the same amount. The Holly Ridge Lumber Co. was established a few years ago by E. B. Norman and men connected with the Chess & Wymond Co., Louisville coopers, and has four plants in the Delta district, where the Chess & Wymond Co. also has big operations. Those signing the amendment were E. B. Norman, W. I. Wymond, L. H. Wymond, W. A. Watts and Norman Willis. The two companies maintain offices in the Chess & Wymond building in Louisville.

Good Demand for Barrels and Kegs

J. N. White, of the Louisville Cooperage Co., reports a very active demand for both barrels and kegs, and that the Louisville plant is making excellent headway.

The eastern Kentucky stave and heading mills of the company are making nice headway, while the Louisiana mills are again in operation, after having been flooded out by wet woods for some months. Production in Louisiana is picking up rapidly, and prospects are considered good.

Better Weather Conditions Helps Manufacturers

W. A. Watts, of the Chess & Wymond Co., reported that good weather in the South was resulting in much better production, but that car shortage was holding back shipments. The cooperage plant at Louisville is operating at capacity, and has excellent prospects ahead of it for the remainder of the year. Mr. Watts talked more optimistically than for some months. However, he is in an optimistic frame of mind, as he is shooting par golf and making the finest record of his career as a golfer. He was recently credited with shooting a net 70 on the Audubon course, but it was a gross 79.

Apple Barrels Are Moving—Flour Trade Picking Up

E. P. Smith, of the Smith Cooperage Co., reported much better business and good prospects. Potato barrels have been moving well, while fruit packages are beginning to move, and flour demand is picking up. He looks for a good season.

Oil Barrel Trade Outlook Is Good

The Atlantic Tank and Barrel Co. is so busy on oil barrels that it is taking up no other lines at this time, and reports good conditions. Staves and heading are easier to secure, although prices are as strong as ever. A. E. Scott, general manager, stated that the general outlook was much better.

Skilled Coopers Are Scarce

A. W. Wright, of the Gambirinus Cooperage Co., operated by Phil Sengel & Son, reported that shortage of skilled coopers was holding things up somewhat. The tight barrel trade has been a bit dull with the company, but there has been a good demand for slack barrels. The beer keg department has been busy on repair work for local brewers, but not getting much new business. Brewers are running a good volume of near beer, which is selling on draught, but the number of brewers has been reduced, and one concern has consolidated a number of its controlled companies. This has brought barrel stocks together, and resulted in old barrels being in large supply for the existing plants.

Philip Sengel, head of the Gambirinus Cooperage Co., and Mrs. Sengel are leaving in a few days for northern Indiana, where they will spend a six weeks' vacation at one of the lakes.

Good Trade in Knocked-down Barrels

W. S. Henry, of the J. D. Hollingshead Co., Louisville division, reports good shipments of knocked down barrels to apple-growing districts, that produce business has been good, and that prospects are bright for an early resumption of demand from millers. The Hollingshead company has been producing stock in quantities, but has been having trouble in getting it delivered to its barrel plants.

Still, "Henry" Might Do It at That

It is reported that Henry Ford, who recently purchased coal lands in southeastern Kentucky, and the D. T. & I. Railroad, from Detroit to Ironton, Ohio, across the river from Russell, Ky., is planning to extend the line into Kentucky to reach his coal. This would be next to impossible, due to high mountains and costly bridging, tunnelling, cuts and fills. Such a line would open a fine cooperage supply and much timbered district, but the reports are not taken seriously, as even Henry Ford is not big enough for such an expensive project. It is believed that he plans to connect at Ironton with the Norfolk and Western and L. & N., at Norton, Va., to Harlan, Ky., where he has purchased the Banner Fork mines, at a cost of \$1,500,000, these mines having daily production of forty to fifty cars, or about one-fifth of the Ford Motor Co. daily consumption.

The Wayne Machinery Co., of Ft. Wayne, Ind., handlers of cooperage, transmission, woodworking, metal-working and general machinery, who has established a branch office at Louisville, 121 South Third Street, under L. Keimer, for handling Louisville, Ky., and surrounding territory, has had an injunction suit filed against them by the Roy C. Whyne Supply Co., Louisville, to prevent the use of the name "Wayne" or

"Whyne," claiming priority. However, it is not believed that the suit will amount to anything.

C. M. Pate and Charles H. Wymond, of the Chess & Wymond Co., Louisville, were recently in St. Louis, and visited the headquarters of The Associated Cooperage Industries of America. Mr. Pate is now in the West on business.

The Louisville & Nashville R. R. has purchased several hundred acres of land just south of Louisville, and is planning large improvement to terminals. Local capital has purchased adjoining land, and is planning development of a big industrial center at that point.

MERCHANT FLEET ASSURED OF 25,950,000 BARRELS OF OIL SUPPLY

The future fuel supply of the oil-burning portion of the Government's merchant fleet appeared to shipping board officials to be assured with the signing by the board, at Washington, July 29th, of a contract with the Standard Oil Co. of New Jersey to supply approximately 15,825,000 barrels of fuel oil for the year beginning October 1. This contract, together with three signed July 28th, will insure a supply of 25,950,000 barrels, and the board estimated its maximum needs recently in calling for bids for 29,280,000 barrels.

While the contracts signed are for the year beginning next October 1 only, negotiations were said to be under way by which the board is to obtain the remainder of its five-year oil supply under yearly contracts.

The contract with the Standard Oil Co. provides for delivery of 9,300,000 barrels at New York, 1,500,000 barrels at Baltimore, 3,475,000 at Norfolk, 400,000 at Charleston, and 1,150,000 at New Orleans at prices ranging from \$1.90 to \$2.70 a barrel. The board is to charter to the company necessary tank steamer transportation at \$6.50 a deadweight ton per month. The contracts signed July 28th are at prices from \$1.10 to \$2.30 a barrel and contain the chartering provisions. Prices to be paid for oil next year are considered by officials as excessive, but they assert that, in view of the worldwide oil shortage, the paramount question before the board is the necessity of obtaining oil and not the price to be paid.

MEXICO WILL LEAD WORLD WITH 135,000,000 BARRELS OF OIL EXPORTS

Mexico will export during 1920 between 130,000,000 and 135,000,000 barrels of oil more than all the rest of the world, including the United States, according to estimates made by George Blandone, Tampico oil statistician, and given out July 8th. Mr. Blandone bases his figures upon the record-breaking production of oil in Mexico for the first five months of 1920, when, he says, exports were 48,617,167 barrels, compared with 28,235,039 barrels during the same period of 1919. Exports for May alone are given as 12,520,568 barrels, which is nearly double the shipments for May, 1919, and sets the world's record for one month's production.

The estimate for 1920 of 150,000,000 barrels is approximately 72 per cent. greater than last year's production. Regarding his estimates relative to shipments in 1920, which he asserts will be 80 per cent. greater than in 1919, Blandone says about 100,000,000 barrels will go to the United States.

The three leading exporting companies for May, 1920, were the Huasteca, 2,632,485 barrels; Aguila, 1,899,942, and the Standard Oil Co. of New Jersey, 1,022,123. The daily average for May exports, it is stated, was 358,792 barrels.

TEXAS CORN CROP TOPS ALL RECORDS

Report from Houston, Texas, July 29th, says that the early forecast that the total corn production of Texas this year would be approximately 200,000,000 bushels promises to be more than fulfilled. Never in the history of the State was such a corn crop known. In regions where the grain is usually of a rubbishy variety enormous ears, running two and even three on a stalk, were grown.

New corn is moving to market in the lower Rio Grande valley, most of it going to local grist mills. Corn growers, like wheat and oat growers in Texas, are virtually unprepared to store their crop. There is a woeful lack of granary facilities, and for that reason the grain must be marketed promptly or run the risk of suffering serious weather damage.

In the Panhandle region the movement of this season's wheat crop to market is seriously hampered by shortage of railroad equipment. Millions of bushels of grain are piled in the open.

All of the lesser crops, which, however, are in the aggregate large sources of revenue, have given abundant yields this season. That applies to the various vegetable crops which have grown extensively for Northern markets, including sweet potatoes, Irish potatoes and garden truck.



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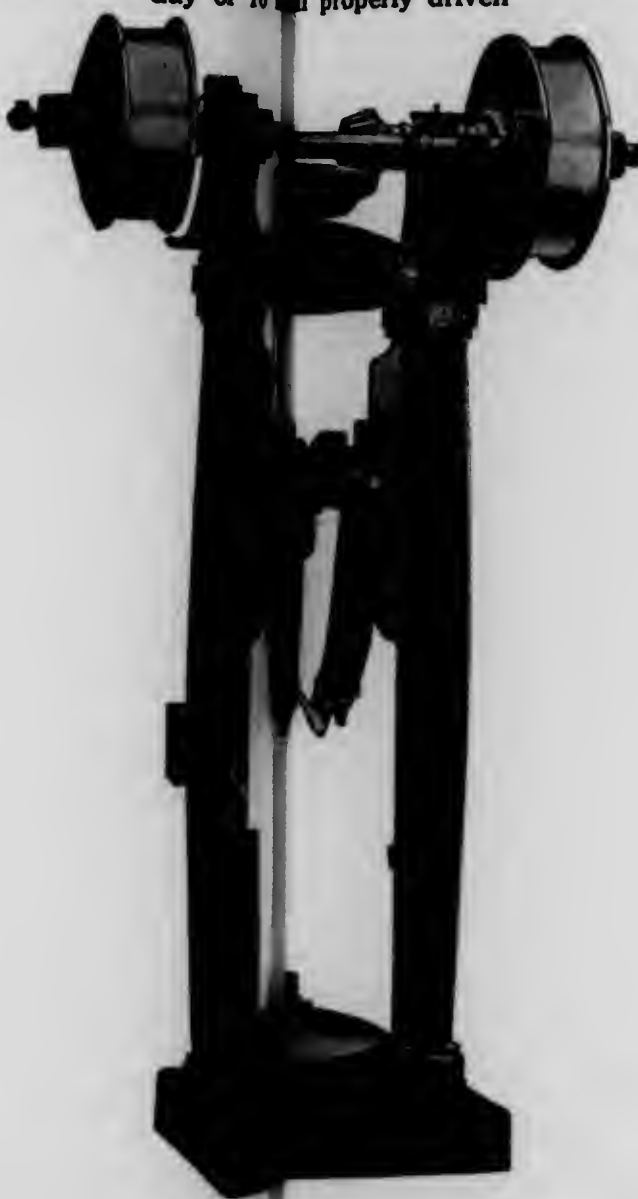
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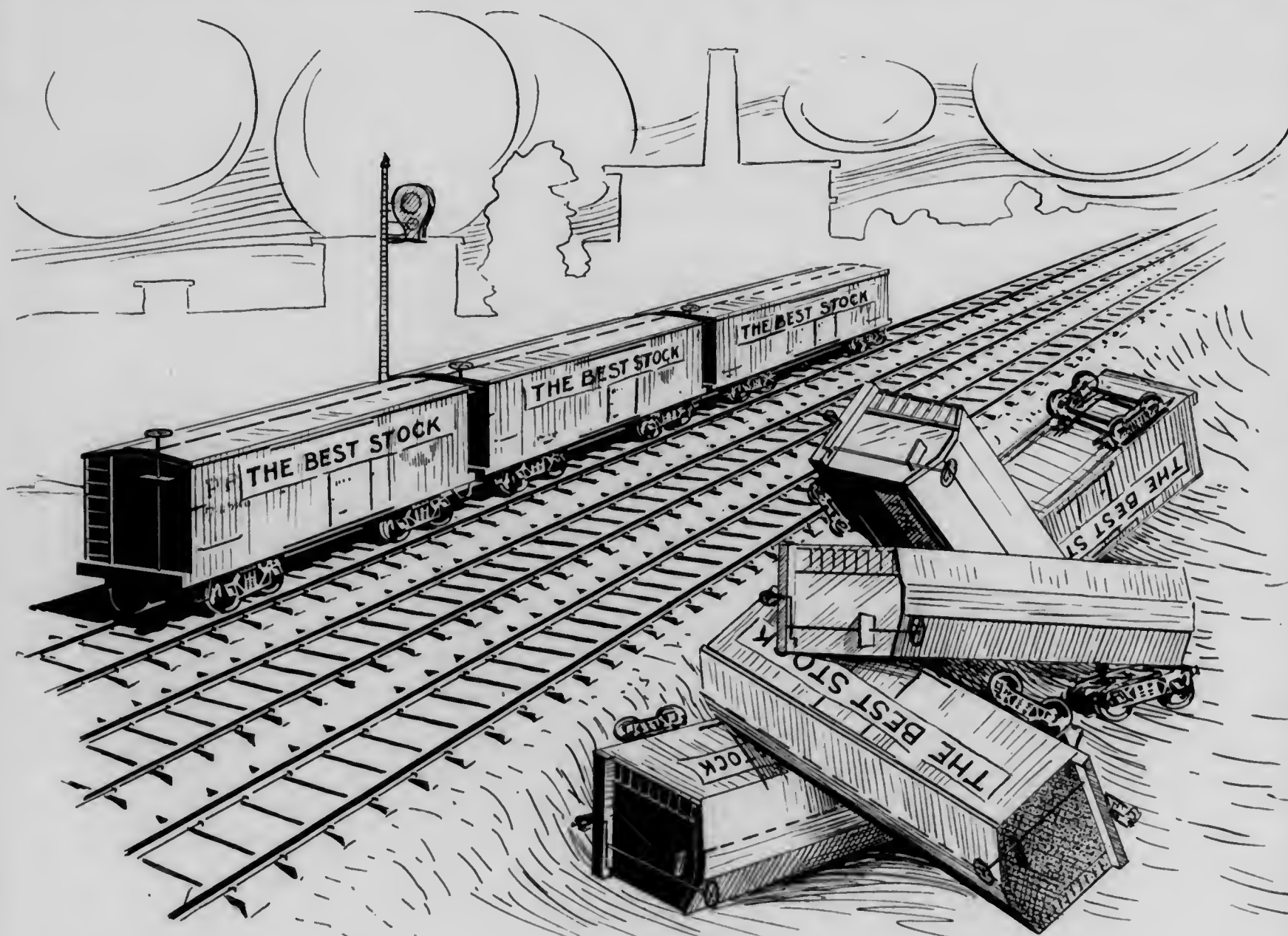
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Memphis And The Southwest Report Much Increased Activity in Cooperage Lines During July

Activities in the great Mississippi Valley were much better during July than they were early in the summer and spring. A shortage of cars is noticeable on some of the lines, especially the Frisco, in this section, but manufacture at mills is better. It is true that labor is very scarce, the cooperage manufacturer at this season being somewhat in competition with the farmer, contractor, railroad and street car interests, that employ much labor and all they can get.

Tight Stave, Heading and Hoop Men Meet

While owing to hot weather and quiet conditions in midsummer there will be no regular August group meeting of the cooperage interests at Memphis, there was, however, a session July 16th of the tight stave, heading and hoop manufacturers at the Gayoso, with a very good attendance from the producing territory. Scarcity of cars and stock were the matters considered, and how best to meet and master present difficulties were discussed. Trade conditions, despite repeated summer rains and labor scarcity, were reported good by all those in attendance at the meeting.

Among those present at the Gayoso Hotel at the July 16th meeting were Secretary Kraft, of St. Louis, Mo.; Alfred Herget and Matt Staudt, of Herget Mfg. Co., Paragould, Ark.; Mr. Thorn, of Harlan-Morris Mfg. Co., Jackson, Tenn.; C. H. Wright and Alva Teachout, J. C. Penoyer & Co., Memphis office; Mr. Cunningham, of Chess-Wymond Co., Louisville; I. D. Hill, of Bolz Cooperage Corporation, St. Louis; Frank Hall, New Albany, Miss.; R. S. Clark, G. I. Frazier & Co., Nashville; Mr. Johnson, of Johnson Bros., Nashville; O. B. Coates, of Lillbourn, Mo.; J. D. Hollis, of Jackson, Tenn.; Steve Lemmon, of Eckhardt & Lemmon, Monroe, La.; W. E. Small, of Corinth, Miss.; E. L. Young, of Aberdeen, Miss.; S. Shane, of J. T. Hastings & Son, Paragould, Ark.; E. W. Beeson, of Little Rock, Ark., and other operators from the Mississippi Valley and Central States.

Motor Truck Expedition Tests Highways

The Transcontinental Motor Truck Expedition of the Government from Washington was in Memphis, July 21st and 22d, going from there to Arkansas, thence western route over the best highways available through New Mexico to Los Angeles. Georgia, Alabama, Mississippi, the Carolinas and Virginia were the States so far tested out. In road ways, many bridges and bad roads south of Memphis delayed the party three days. The expedition was hospitably received at Memphis with aeroplane messages, floral key presentation, dinners, boat rides, and auto tours over city.

Memphis Fire Department Resign

At Memphis a peculiar situation developed July 15th, when the entire fire department, with the exception of three or four men, resigned. The question of advanced wages was the cause. The city, declining to give an advance over the one granted about a year ago, when the double platoon system and other features were allowed, claimed they had no legislative authority. However, the places were filled promptly by volunteers and aid from Nashville. Business property is being guarded, and there is no disorder. Much of the manufacturing district is outside the city, and has always had its own fire protection, in a way; that is, most of the large plants are well equipped. Some of the leading Memphis business people are manning the volunteer fire service, and the volunteer force shows efficiency. At this writing the outcome of the trouble and reinstatement of the old men is very doubtful, indeed, the city administration indicating that the men will not be taken back.

Memphis Is Growing as a Manufacturing Center

Quite a number of new plants are under erection in Memphis, chief among which are plants by the packing, biscuit, cereal and refinery industries, and all plants are of a most modern type. Some will be ready to begin operations late this year; others will require a year or more for construction.

The Stock Price Market—Slack and Tight

There have been sharp advances in No. 2 slack barrel staves, as much as six dollars a thousand. All kinds of fruit barrel staves, hoops, heading and barrels are in good demand, with stocks relatively low. In tight cooperage lines, business is good and stocks low, especially so in heading, many of the heading mills for months having run only part time. Tight stock prices are firm, with trade good in the West and good in the East. Oil cooperage, tierce staves and export business is picking up in a good way. Memphis establishments

are running with good regularity, and those in Mississippi and Arkansas much better than thirty and sixty days ago.

Nashville Manufacturers Report Active Business

Nashville manufacturers also report activities at all their places, the Nashville people as a rule operating Memphis plants, and some of them mills back in the Cumberland mountains and along the river courses of middle and east Tennessee, while others have mills in Arkansas directly managed from the Nashville sales offices.

Specializing on French Claret Staves

As readers of the JOURNAL well know, Max Fleischer, Lewis Street, Memphis, Tenn., has again entered the tight stave export business, specializing on French claret staves. Mr. Fleischer is also interested in Arkansas timber lands. Mr. Fleischer has many friends throughout the cooperage trade, all of whom welcome his return to stave manufacturing activities.

"Warrior Heads" Arouse Much Interest

E. A. Powell, of the Powell Cooperage Co., fourth floor, Bank of Commerce Bldg., Memphis, has just returned from Birmingham, Ala., where he attended the middle of July conference of the yellow pine heading manufacturers. The Powell Cooperage Co. is developing yellow pine heading interests in a big way, with mill connections throughout Alabama and Georgia. Their unique "Warrior Heads" trade mark is creating a lot of interest, as is also the snappy literature the company is sending out bearing on the merits of their product.

Davis-Wood Stave Company Operating Steadily—Report Log Situation Improving

Willard Davis, of the Davis-Wood Stave Co., 400 Wisconsin Street, Memphis, says they are operating steadily and that the log situation is improving. Their mill is a modern one right on the banks of the Mississippi River south of the city, near the famous Jackson Mound Park, where it is thought the explorer stood when he discovered the Father of Waters. At least all the Portuguese historians and chroniclers so picture De Soto, and the bluffs in that part of the city attract much attention from the tourist who likes the historical.

Cate-La Nieve Company in New Office Headquarters

W. W. Cate, of Cate-La Nieve Co., Memphis, has returned from an extended trip to the Pacific coast, looking after business en route. Mr. Cate also stopped at the company's Arkansas mills, and now he and Mr. La Nieve and Mr. Bigelow are located in their new offices, 1400-1401 Bank of Commerce Bldg., several floors higher up than where they first had offices. The new quarters are commodious, overlooking the river and giving a fine bird's-eye view of Memphis.

Bolz Cooperage Corporation Plants Are Busy

The Bolz Cooperage Corporation, headquarters at St. Louis, Mo., are operating some tight stave interests at West Memphis and Brummitt, Ark.

Chickasaw Cooperage Co. Buys New Plant

The Chickasaw Cooperage Co., of Memphis, has purchased the property of the Delta Cooperage Co., at Yazoo City, Miss., and will operate the same with J. L. Wellford, formerly of Alexandria, La., as manager.

Oak Staves in Good Demand

S. N. Nelson, of S. N. Nelson & Son, just returned to Memphis from a trip to Chicago and Middle West markets, reports oak staves in good demand and tight cooperage generally looking up, with stocks to a certain extent limited. Mr. Nelson's son Reuben is connected with the office, 744 Randolph Bldg., and they operate a mill at Elizabeth, Miss.

Southern Trade Briefs

W. S. Hinzie, on the sixth floor, Randolph Bldg., has increased his working force at Memphis office, and is running some tight stave plants in and around Cotton Plant, Ark. He reports production much handicapped still in portions of Arkansas.

The Tennessee Hoop Co., North Memphis, is running again, after a shut down due to scarcity of labor and logs. The company's plant is near Wolf River and the Mississippi River, and they are therefore well equipped with boat facilities.

V. P. Phillippi & Co., recently established at Southern Express Bldg., Memphis, are agents for a line of kegs, barrels and containers.

Geo. P. Markham, of the Memphis Stave Co., reports slack stave manufacture active at his mill in North Memphis, and demand for stock first rate.

M. C. Smith's new hoop mill in South Memphis, Mal-lory branch, is operating, and some elm hoops have been accumulated on yards. Mr. Smith has lived in Memphis some time, but his operations in hoops formerly centered in several towns in northern Mississippi.

The Dixie Cooperage Co. has somewhat increased their capacity, and have moved their plant in Memphis one block south of the old location they had for years. They make flour and produce barrels, and the veteran Wm. Fay, manager, reports business just about normal, and outlook fair.

Ernest Hawkins, of New Albany, Miss., was in Memphis during July. Mr. Hawkins has been for a number of years, and is at present, developing tight stave interests in the section about New Albany.

The Whitehouse Barrel Co., of Nashville, Tenn., Columbia, Tenn., and Hastings, Fla., with principal office at Columbia, Tenn., are making a line of slack barrels and slack cooperage material for the flour and produce trade. The Whitehouse Barrel Co. does much of the flour milling cooperage in the Nashville flour milling center of Tennessee.

The Saginaw Cooperage Co. is developing some slack cooperage mill interests at Clarendon, Ark.

The Henry Wrape Co., in addition to their many tight cooperage interests, are active at Searcy, Ark., in the stave line. Henry Wrape, of St. Louis, was recently in Memphis, and presided over a cooperage conference. He also visited their interests at Paragould, Ark.

The W. W. Wilson and Wrape Stave Co., West Washington Avenue, North Little Rock, Ark., are busy in staves and tight cooperage, and have one of the largest factories in Arkansas. Capital City, the company's plant, being located across the river in Argenta.

Welch-Milliard Co., 422 Fourth and First National Bank Bldg., Nashville, Tenn., are operating general stave, heading and lumber mills in Arkansas and middle Tennessee. George Welch, one of the members of the firm, is a candidate for re-election as railroad commissioner of Tennessee, a position he has held with much honor for a few years, and his friends expect to see him elected by his usual majority.

C. J. Hay, 912 Hennen Bank Bldg., New Orleans, is active in stave exports and along the south coast.

J. N. Taylor, formerly with Swift & Co., is now with the Memphis office of J. C. Penoyer & Co., eighteenth floor, Exchange Bldg.

The Norton-Wheeler Stave Co. are operating an active interest now at Carlisle, Ark.

Miller-Nelson Stave Co., at Elizabeth, Miss., have gotten their mill in operation at that point, operating through Leland, Miss., with Memphis office at 744 Randolph Bldg.

The Allen Cooperage Co., of Nanatchewah, Miss., are operating actively now in the slack stave line at the point mentioned.

The Interstate Cooperage Co. are manufacturing at Belzoni, Miss., in the oil barrel and tight stave line, and are utilizing both oak and gum.

A. L. Hayes, of the A. L. Hayes Co., Fourth and First National Bank Bldg., Nashville, attended the stave conference at Memphis. Mr. Hayes has interests in the manufacturing line in Tennessee and Mississippi and reports business brisk.

Col. Mack Morris, of the Harlan-Morris Mfg. Co., tight cooperage stock manufacturers of Jackson, Tenn., was in Memphis recently. Mr. Morris personally is now interested in the Morris-Mills Co., automobile accessory people on South Main Street, corner of Talbot, and they are developing a nice business in this great automobile distributing center.

The Dyersburg Hoop Co., at Dyersburg, Tenn., report activities good in the Forked Deer River section, and say their mill there is in operation.

Henry Schmidt, of the Elgin Butter Tub Co., Elgin, Ill., has begun touring the South during the past month. John A. Rydeen, of the Chicago Cooperage Supply Co., was a recent visitor in the Memphis market.

The I. F. McLean Mfg. Co. are now active in manufacturing tight cooperage, heading and staves at Nashville, Tenn., and at points in north Alabama.

The Lucas E. Moore Stave Co., of New Orleans and New York, have recently added to their facilities by offices established at Houston, Texas, and Lexington, Kentucky.

A new office and factory building is to be erected by the Erie (Pa.) Barrel Company. The new building, it is said, will cost \$30,000.

The Kimball-Tyler Co., Baltimore, Md., has been incorporated with a capital stock of \$200,000. W. G., Ida H. and J. E. Tyler, Jr., are the incorporators.

The name of the Port Arthur Cooperage Co., Port Arthur, Texas, which company has just increased its capital stock from \$100,000 to \$250,000, has been changed to the Pekin Cooperage Company.



Transportation

There have come to our attention numerous instances in which railroad agents and local operating officials are misconstruing orders promulgated by the Commission on Car Service with reference to the movement of box cars suitable for grain loading to Western carriers, by refusing to supply box cars for loading with cooperage stock.

Upon investigation of each case it has been developed that no authority was given for the refusal on the part of agents to supply box cars for cooperage stock loading. Naturally, the annual movement of box cars, suitable for grain loading, to Western carriers to take care of the new crop, decreases the available supply of that class of equipment on Southern roads. Efforts are, however, being made to bring about the movement of an additional supply of box cars to Southern lines from their Eastern connections, and which, if accomplished, will have a tendency to relieve the situation.

Tax on Demurrage

We are advised by the Internal Revenue Service, Treasury Department, that T. D. 3022 does not relate to demurrage which accrues on cars held on the order of the consignee, consignor or owner, or for reconsignment, diversion or re-shipment.

As announced above, it has been held by the Bureau of Internal Revenue that demurrage is not a part of transportation and therefore not taxable as transportation. Attention is now called to the fact that this ruling is retroactive and that claims for refund may be made on blanks for that purpose which can be secured from the local collectors of internal revenue.

Illinois Classification

It is announced that at a conference held on June 15th, presided over by Commissioner Meyer, an agreement was reached with respect to the Illinois Classification. It was agreed that an Illinois Classification with a scale of ten classes be applied throughout the Illinois district with an agreed percentage relation of classes. The basis proposed in the agreement is materially at variance with the basis recommended by the Interstate Commerce Commission to the Director General.

General Rate Increase Hearing

Statement in behalf of The Associated Cooperage Industries of America was submitted by the secretary at a hearing in Washington, June 22nd. A wide divergence of opinion prevailed among forest products interests as to the method of increasing rates, sectional interests seeming to be the predominating consideration rather than the welfare of forest products industries as a whole. It is impossible at this time to predict the exact amount of increase that will be granted the carriers. Any increase in wages that may be allowed by the Railway Labor Board will no doubt be taken care of by an additional increase in freight rates, over and above that now claimed by the carriers to be necessary.

Classification Rating on Cooperage—Western Trunk Line Docket No. 6

It has been decided by the carriers in Western Trunk Line Territory that in view of the evidence submitted by us in this case, it would be inadvisable to make any change at this time in the classification rating on cooperage, tight and slack, in that territory.

Course in Kiln Drying

The Forest Products Laboratory, Madison, Wis., has announced a practical training course in kiln drying which will be given at that laboratory monthly, starting in July. Further information can be secured by addressing "Mr. Carlisle P. Winslow, Director Forest Products Laboratory, Madison, Wis."

Trade Opportunities (Tight)

The Scandinavian Import-Export Co., 52 Broadway, New York City, desires quotations on oak shooks, 600 litre capacity, for export to Sweden.

Worham, Bates & Goode Trading Corporation, 17 Battery Place, New York City, desire to get in touch with manufacturers of standard oil barrel shooks.

Achille Starace & Co., 42 Water Street, New York City, desire to get in touch with concerns who can furnish 50 gallon wine shooks for export to South America.

Campbell-Humphreys, Mallet & Vidales, Buenos Aires, Argentina, desire to get in touch with American manu-

facturers of oak wine shooks, who may be interested in establishing markets in Argentina and Uruguay.

An industrial firm in Switzerland desires to purchase white oak barrels of all sizes, especially 158 to 185 gallons, for wine. Payment will be made against documents before shipments. Correspondence in French. Reference. For further information refer to Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices. Refer Op. No. 32,923.

A partner in a firm in the French West Indies is in the United States and desires to secure an agency for the sale of shooks. For information refer to Bureau of Foreign and Domestic Commerce, Washington, D. C. Opportunity No. 33,088.

A merchant in Portugal desires to purchase oak staves and hoop iron. Payment by irrevocable bankers' credit, cash against documents. Correspondence in English. For information refer to Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices. Opportunity No. 33,088.

A manufacturer in England desires to purchase W. O. circular-sawn staves, 24 x 3/4" and 17 x 3/4" wine grade wanted at once; also quotation on 17" to 36" staves, 14 x 3/4" and 12 x 3/4" W. O. heads, all wine quality. Quotations c. i. f. western English port. Refer to Bureau of Foreign and Domestic Commerce, Washington, D. C., or branches. Opportunity No. 32,976.

The Federation of American Industries, Inc., 511 Fifth Ave., New York City, desires to secure quotations on W. O. wine shooks for export.

Oliveras & Hijo, Arechibo, P. R., desire to get in touch with concerns who can furnish tobacco staves.

The Federal Ink and Chemical Co., Seattle, Wash., desires to secure some hardwood kegs, 5 and 10 gallons, suitable for the re-shipment of writing ink. (Slack ad. in Good Housekeeping.)

Trade Opportunities (Slack)

The Thornley Bros. Co., Marietta, Ohio, desire to get in touch with apple barrel manufacturers.

The Iowa Pride Stock Powder Co., Washington, Ia., is in the market for different size barrels and kegs, to be used in packing their products. (Ad. in Good Housekeeping.)

Mr. A. A. Hinkley, Dubois, Ill., desires quotations on apple barrels. (Slack advertising.)

Mr. Carl A. Besch, Bayside, New York City, desires to get in touch with manufacturers of whiskey and rum packages. (Slack ad. in Good Housekeeping.)

A commercial agent in Spain desires to be placed in communication with manufacturers or exporters with a view to the sale in that country of oak staves. References. For further particulars communicate with the Bureau of Foreign and Domestic Commerce, Washington, D. C., or any of its branch offices.

Cooperage in China

A recent report by the Bureau of Foreign and Domestic Commerce indicates an increasing demand for tight cooperage in China.

Income Tax Deductions

Article 294 of Regulations No. 45 has been amended to read as follows:

"Premiums paid by a taxpayer on an insurance policy on the life of an officer, employee or other individual financially interested in the taxpayer's business for the purpose of protecting the taxpayer from loss in the event of the death of the officer or employee insured are not deductible from the taxpayer's gross income. If, however, the taxpayer is in no sense a beneficiary under such a policy, except as he may derive benefit from the increased efficiency of the officer or employee, premiums so paid are allowable deductions. See Articles 33 and 105 to 108. In either case the proceeds of such policies paid upon the death of the insured may be excluded from gross income if the beneficiary is an individual, but must be included in gross income if the beneficiary is a corporation. See Section 213(b)(1) and Articles 72 and 541. (T. D. 3,019.)"

Employment of Foreign-Born Labor

The Inter-Racial Council, 120 Broadway, New York City, has announced the establishment of an information service for the benefit of employers of foreign-born labor, and for which no charge is made. The service consists of dissemination of information regarding actual conditions abroad, with a view to checking the return of foreign-born to their native land.

EXTENDS FREIGHT CREDIT PERIOD

AT A GENERAL SESSION OF THE INTERSTATE COMMERCE COMMISSION, HELD AT ITS OFFICE IN WASHINGTON, D. C. ON THE 4TH DAY OF JUNE, A. D. 1920.

Ex Parte No. 73.

In re: Section 3 of the Interstate Commerce Act, as amended by Section 405 of the Transportation Act, 1920.

It is ordered, That the following rules and regulations be, and they are hereby, prescribed to become effective on July 1, 1920, and to remain in force until the further order of the Commission:

1. Where retention of possession of any freight by the carrier until the tariff rates and charges thereon have been paid will retard prompt delivery or will retard prompt release of equipment or station facilities, the carrier, upon taking precautions deemed by it to be sufficient to insure payment of the tariff charges within the period of credit herein specified, may relinquish possession of the freight in advance of payment of the tariff charges thereon and may extend credit in the amount of such charges to those who undertake to pay such charges, such persons being herein called shippers, for a period of ninety-six hours, to be computed as follows:

(A) Where the freight bill is presented to the shipper prior or, at the time of, delivery of the freight, the ninety-six hours of credit shall run from the first 4 P. M. following the delivery of the freight.

(B) Where the freight bill is presented to the shipper subsequent to the time the freight is delivered, the ninety-six hours of credit shall run from the first 4:00 P. M. following the presentation of the freight bill.

2. Every such carrier shall present freight bills to shippers not later than the first 4:00 P. M. following delivery of the freight, except that when information sufficient to enable the carrier to compute the tariff charges is not then available to the carrier at the delivery point, the freight bills shall be presented not later than the first 4:00 P. M. following the day upon which sufficient information becomes available to the delivering agent of the carrier.

3. Shippers may elect to have their freight bills presented by means of the United States mails, and when the mail service is so used the time of mailing by the carrier shall be deemed to be the time of presentation of the bills. In case of dispute as to the time of mailing, the postmark shall be accepted as showing such time.

4. Sundays and legal holidays, other than Saturday half holidays, may be excluded from the computation of the period of credit.

5. The mailing by the shipper of valid checks, drafts or money orders which are satisfactory to the carrier in payment of the tariff charges, within the period of credit prescribed above, may be deemed to be payment of the tariff charges within the period of ninety-six hours of credit. In case of dispute as to the time of mailing, the postmark shall be accepted as showing such time.

By Commission.

(Signed) GEORGE B. MCINTY,
(Seal) Secretary.

PREFERENTIAL RATES ON EXPORTS SUSPENDED

On July 28th the Interstate Commerce Commission suspended, until January 1, 1921, the section of the merchant marine act which permits railroads to give preferential rates to exports moving in American vessels.

Chairman Benson, of the shipping board, recently testified to the commission that adequate shipping facilities in vessels registered under the American flag were not available for the movement of American commerce. He stated that suspension of the discriminatory features of the Jones bill was asked pending an investigation of shipping facilities in American ports.

CHINA WOOD OIL IN BARREL BULK WELL LIKED BY WESTERN VARNISH MAKERS

A brief report from Seattle, Wash., touches interestingly upon the China wood oil trade as follows:

China wood oil is sixteen to seventeen cents per pound with the barrel bulk plan of handling, as the volume now moving is insufficient for tank car shipment.

There is brisk inquiry for China wood oil on the coast for use with American resins in the manufacture of varnish. Plants at San Francisco have produced a varnish with that mixture that gives the hardest and longest-wearing surface known.

ESTABLISHED OVER ONE HALF CENTURY



Officers and Directors:

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CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

THE BUFFALO COOPERAGE MARKET

Prices in the slack cooperage market have been advancing for some time and a good deal of scarcity of supplies is reported. Conditions are such that State officials have taken notice of them. An item in the papers the other day said: "Commissioner of Agriculture George E. Hogue, of Arcade, says reports received by the division of agriculture indicate a shortage of barrels for handling the large crop in New York State this fall. A similar problem has confronted the apple growers in other years, and the division of agriculture has taken steps to insure an adequate supply of containers for shipments."

Country Barrel Manufacturers on the Fence

There is no doubt that barrels will be scarce, but it is because of the fact that it is going to cost \$1 or more for country coopers to make them, and besides the big amount of expense involved there is also an unusual element of risk. The coopers are afraid to load up with unsold barrels or with a large quantity of stock, for they have no confidence that present prices will continue for any great length of time.

Phenomenal Showing of Apple Crop

The estimated crop of apples in this State this year is 6,737,000 barrels, as given by figures of the New York State Horticultural Society. This is a phenomenal showing. Last year's yield was less than 3,000,000 barrels, and that of 1918 was less than 6,000,000 barrels. These figures do not include apples dried, canned, made into cider, consumed on the farms where grown, or sold in bulk in local markets. Other fruits also promise a good yield this year, with peaches likely to double last year's production.

The Stock Market

Hoops are the problem with the coopers these days. If he is able to find a supply, the price is greatly advanced over a month ago. At that time six-foot hoops were \$64 to \$67 for No. 1 stock. They are now quoted at \$72 to \$73. Six-foot-nine hoops are \$75, whereas a month ago they were considered too high at the ruling quotations of \$70 to \$72. Other quotations are: No. 1 17 1/2 inch basswood heading, 27c.; No. 1 19 1/2 inch, 29c.; mill-run, 17 1/2 inch hardwood heading, 25c.; 28 1/2 inch gum mixed timber staves, \$36; No. 1 30-inch, \$35 to \$37. Heading is slightly higher than a month ago, while hoops are quoted at about the same figures as at that time. The buying is being done in small quantities, as for a long time past.

Hoop Situation Hinders Flour Barrel Trade

Flour barrel business is not active at present, and coopers are having difficulty in keeping up with the orders they do receive, owing to the shortage of all kinds of hoops. Steel hoops can only be secured after long delays, and transportation conditions show no improvement.

Barrel Argument Won Farmers' Vote

It is recalled by one of the newspapers that "Franklin D. Roosevelt first broke into the limelight when he corralled the farmers' vote with a uniform apple-barrel platform in a New York State Senatorial fight." That was the sort of campaign barrel argument, evidently, that produced the votes without any breath of scandal attached.

Has Another Guess Coming

A Canadian newspaper, after referring to the high cost of apple barrels this year, makes the gloomy prophecy: "The day of the barrel, so far as the local apple trade is considered, should be considered as ended."

Coopers will not agree with this prediction and will no doubt present good arguments to show that the barrel will still hold sway in times to come. It is the argument of the paper in question that "there is no reason why apples intended for immediate use should not be shipped in bulk to city market, as they are shipped now to evaporators. A less costly form of carrier, and one requiring less labor in filling, could also be made use of, even in shipping the better grades intended for longer holding."

Coopers will no doubt hold that the barrel has not gone up in price faster than other packages suitable for apples, and the barrel is a more convenient, as well as stronger, package than any of its competitors, and more suited for storage of apples, by reason of its shape.

Jackson & Tindle state that stocks of cooperage material are everywhere small, with traffic congestion severe on all the roads. Buying is on a cautious basis.

W. G. Pennypacker has removed his cooperage office to 8 and 10 Hanover Street, in the Terrace section of downtown.

The tragic death of Charles G. Stephens, the English barber, who attempted to go over the Niagara Falls cataract in a barrel on July 11th, shocked a great many persons, many of whom thought he had a fair chance for success. A description of his barrel, made previous to his attempt, said that it was strongly made of inch and a half wooden staves, strongly bound, and that it measured 5 feet 9 inches in length and weighed half a ton. It is claimed by some that one of the hoops came off as he started down the river, but others deny this. The tragedy has not deterred numerous others from the ambition to tempt fate in similar barrel trips.

PENNSYLVANIA WILL HAVE BUMPER APPLE CROP

The statistical bureau of the State Agricultural Department at Harrisburg, Pa., July 28th, forecast an apple crop of 11,488,000 bushels this year in Pennsylvania, as compared with 7,614,000 last year. The estimate was based on July 1st reports from every county.

SAYS GROWERS DO NOT WANT TO TAKE ALL THE CHANCES AS TO THE APPLE MARKET

APPALACHIAN FRUIT GROWERS, INC., W. B. CONNELL, MANAGER, MARTINSBURG, W. VA.—Regarding the apple situation, want to report that our crop through this season will be a little better than last year. We expect more apples to go in bulk, however, on account of the high prices of apple barrels. The growers will not pay the present price of cooperage stock and take all the chances on the apple market, as well as the strike and transportation conditions. Some of the best shippers throughout this section expect to ship their better apples in bulk or baskets, the balance into evaporator stock.

WOODEN GUTTERS GIVE GOOD ACCOUNT OF THEMSELVES

Wooden gutters are being used on the 175 houses being built for the Chicago Housing Corporation by the Bright-Diamond Construction Company, Chicago, Ill. The gutters being used are of fir material, and Chicago architects believe they will solve the gutter problem in this section. Mr. Diamond says he has been using wooden gutters on houses for the last twenty-five years, and that the first gutters he put in service twenty-five years ago are still in use and rendering a good account of themselves.

THE APPLE CROP BRIEFLY REPORTED

F. L. ESTERBROOK, ATHENS, Pa., reports a good crop of apples for his section this year. Mr. Esterbrook says his orchard is full of fruit and that he will use 500 barrels for his packing. He has already contracted for his barrel supply.

R. P. GLASS, OPEQUON, Va., writes that his section will have about a third of a crop this year. Such barrels as Mr. Glass will use will be purchased from local coopers.

GEORGE I. EDGERTON, ROCK STREAM, N. Y., reports a very good apple crop for his locality this year. Mr. Edgerton says he will use 500 barrels for his own packing, which packages he will buy from local coopers.

F. S. HAYDEN, WYOMING, N. Y., writes that his section will have 90 per cent. of a full crop of apples this year. Mr. Hayden will use 4,000 barrels for his fruit, which barrels he will make himself.

W. H. DOW & SON, MIDDLEBURY, Vt., report from 50 to 75 per cent. of an apple yield for their section this year, but say that the crop will be poor. Such few barrels as they use will be bought from local coopers, W. H. Dow & Son advise.

W. A. IRVIN, ROUTE 9, SPRINGFIELD, Mo., reports only a fair crop for his locality this year. Mr. Irvin says he will use 700 new barrels this year, having carried over 1,000 barrels from last season. He is now on the market for his 700 supply.

ERNEST H. WEST, DORSET, Vt., reports an excess apple yield for his section this year, 105 per cent. being the percentage of harvest looked for. Mr. West will use 1,000 barrels for his packing. He has 500 of his needed supply already on hand, but is in the market now for the other 500 packages.

H. F. BUCK, ELBERFELD, Ind., reports 65 per cent. of an apple yield for his locality this year. Mr. Buck advises that he will need 3,000 barrels for his packing, and will be interested to receive barrel quotations.

THE KICKAPOO DEVELOPMENT CO., GAYS MILLS, Wis., report that a fair apple crop will be harvested in their section this year. The company will use 1,000 barrels for their own packing, for which barrels they are now in the market.

M. O. DAY, ROBINSON, Ill., reports a very poor apple crop for his section this year, but advises that he will use from 5,000 to 10,000 barrels for his own packing, as well as bushel baskets. Mr. Day is now in the market for his barrel supply.

THE DAVIDSON COMPANY, CHESAPEAKE, Ohio, writes that there will be from 65 to 75 per cent. of an apple crop harvested in their section this year. The Davidson Company will use from 200,000 to 225,000 barrels for their packing, which needed barrel supply, they advise, has already been contracted for.

G. E. L. BADLAM, RUTLAND, Vt., reports only a half a crop for his locality this year. Mr. Badlam says he will use 200 barrels for his packing, and is now in the market for his supply.

HAS FINE TIMBER SUPPLY

In writing of their new plant which is now under construction, L. P. Wilson, secretary and treasurer of the Sherwood Lumber and Manufacturing Co., Barnwell, S. C., says: "We will have a most complete plant when factory is completed. We are ideally located as to timber, having something over thirty million feet of the finest pine and poplar to be cut." The Sherwood Lumber and Manufacturing Co. will manufacture slack staves and heading, using Greenwood and Trevor machinery. Box, crate, veneer and other planing mill machinery will also be operated by the company.

HOLMES No. 134 HEAD TRUSS HOOP REMOVER

The machine as shown below and manufactured by the E. & B. Holmes Machinery Co., Buffalo, N. Y., is designed to remove the head truss hoops preparatory to heading up the barrel. It should be placed directly back of the crozer so that as the barrel is rolled out of the crozer it can be rolled into the truss hoop remover. The entrance of the barrel into the machine automatically starts it—the hooks pull off the head truss hoops and the barrel and hoops are ejected, leaving the machine ready for the next barrel.

The machine will receive packages up to 22 inch diameter heading 36 inch length staves. The heavy frame is cast in one piece and all working parts are of steel. The saving in hoops and in labor will soon repay the cost of the machine. The pulley on the machine is 20 inch diameter by 4 inch face and should make 230 rpm with the top of the pulley running from the crozer. Weight, 2000 lbs. Floor space, 6½ x 7 ft. Cubic contents, 180 cu. ft. H. P., 2. Codeword, "Wizard."

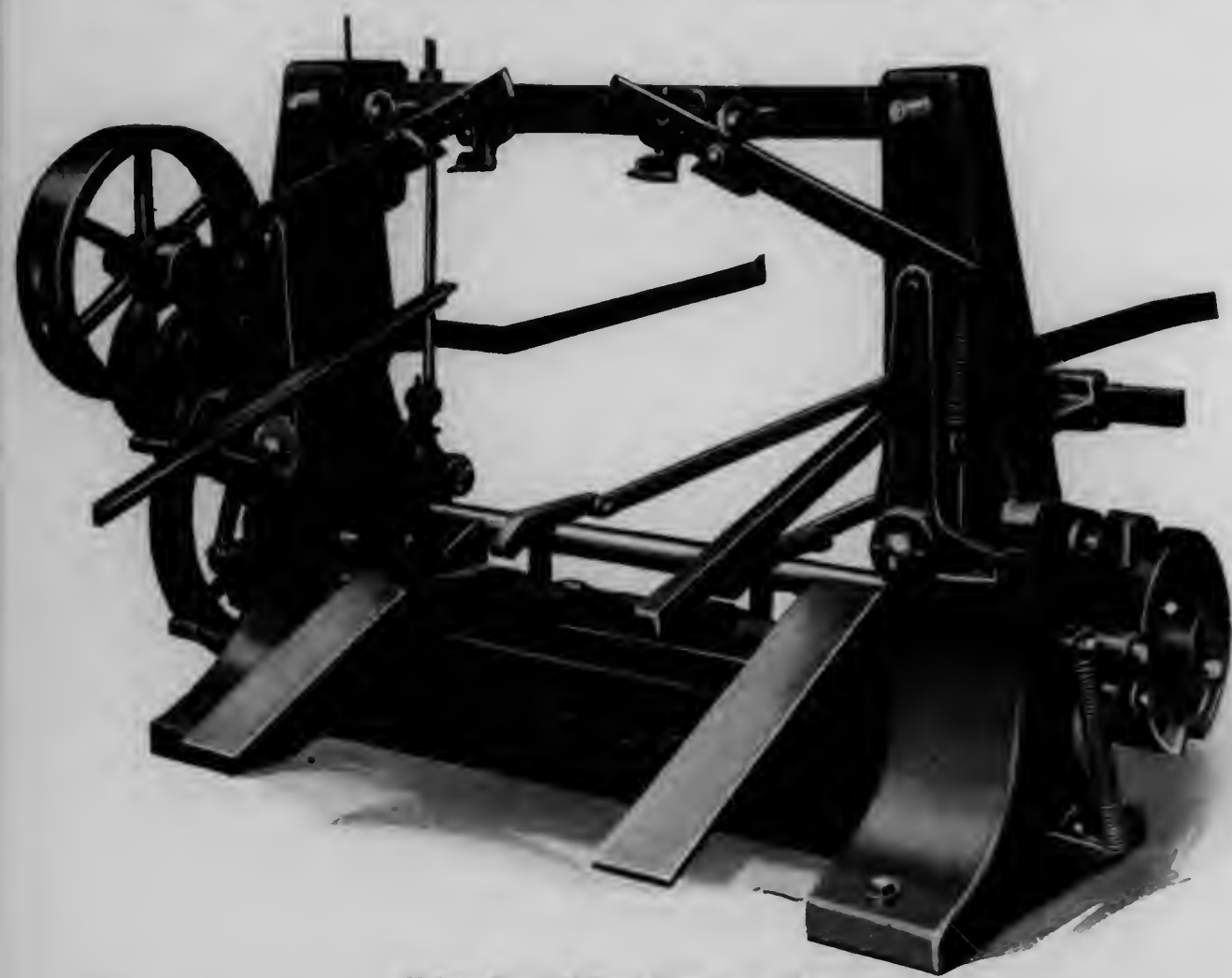
NEW WHITNEY SAW TENONER

Baxter D. Whitney & Son, Inc., Winchendon, Mass., have just placed on the market their new No. 62 direct motor driven saw tenoner. In describing the new machine its manufacturers say: "The Whitney direct motor driven saw tenoner was designed and built to satisfy the demand for a tenoner that could be operated without a countershaft or belts, thus allowing the machine to be set in any position desired and erected without regard to shafting. It was also important that the machine should occupy less floor space than the belt driven tenoner. In the construction of the Whitney saw tenoner every feature and adjustment is the result of careful study to produce a machine that would cut at one operation better tenons and more of them than were being made on any saw tenoner. It was for these reasons that our saw tenoner has in its design the same application of direct motor drive that is being so successfully used in the Whitney direct motor driven machines."

"A high speed alternating-current motor is mounted directly on each saw arbor in place of the pulleys. The housing of each motor is made a part of the yoke that carries the saw arbor and bearings, all of which

is adjusted as a single unit to secure the desired shape and size of tenon wanted. This application of motors on the saw arbors eliminates all extra bearings, as the same bearings serve for both saw arbor and the motor. The two frame sides are bolted together by heavy cross girts, the ends of which are accurately fitted and held in alignment by tongues and grooves. The top of one frame furnishes a rigid and substantial support for the yokes that carry the horizontal saw arbors and their bearings. The carriage operates on a track supported by a knee that can be adjusted vertically by a handwheel to obtain the size and angle of tenon required. It is light running and easy to operate. The upper wheels run on an inverted "V" track, and as the wheel cases are equipped with steel scrapers the tracks are always clean and free from dirt. The table is heavily ribbed, having slots through which various kinds of fixtures can be clamped. The table can be tilted either above or below the center and locked at any angle up to 22 degrees. It is equipped with a movable gauge and an adjustable clamping device to securely hold the work to the table. From a tilted position the table can be quickly set into a horizontal position by means of a positive rod stop. The top and bottom saw arbors with their bearings and motors are mounted in yokes that are raised and lowered by elevating screws operated by handwheels at the operator's end of the machine. The yoke carrying the top saw arbor has a horizontal adjustment to line up the top shoulder saw with the bottom saw or to make an offset tenon when desired. The yokes can be locked at any desired height. The yoke carrying the vertical arbor and bearings has a horizontal adjustment to move the splitting saws to and from the work. The saw arbors are made of selected steel that is uniform in quality and temper. They are accurately finished by automatic grinding and carefully balanced. Each arbor runs in two Whitney type self-oiling ball bearings, designed especially for high speed. The ends of the saw arbors are detachable and are so made that, when screwed down in position against the shoulders of the arbors, they center themselves and come in perfect alignment with the saw arbors.

"The bottom saw arbor carries the cut-off saw in addition to the bottom shoulder saw. It also has a vertical adjustment. The cut-off saw can be adjusted to make tenons up to 6½ in. long.



Holmes No. 134 Head Truss Hoop Remover.

A. M. WELTI & BRO.

Manufacturers of

Coal Oil Barrels

Barrels, Half Barrels, Wood-Bound Tierces, Pork Barrels, Kegs, Pails and Tubs. All kinds Cooperage to Order.

7283 Kinsman Road CLEVELAND, O.

Turn It Into Money

Have you anything to sell or want to buy or exchange anything?

TRY OUR SPECIAL "AD" DEPARTMENT

It is our business to get buyers and sellers together and we can do it. It is your business to turn unused, or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.

THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

Slack Cooperage Stock Wanted

Always in the market for

28½ in. and 30 in. No. 2 Staves,

34 in. Mill Run Staves,

19½ in. No. 2 and Mill Run Heading,

23½ in. Mill Run Heading,

Coiled Elm Hoops.

We also buy Tight Cooperage Stock

Quotations solicited

Swift & Company

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THE LATEST IMPROVED
"TREVOR"
Stave and Heading Machinery

IS BUILT BY

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On Stock
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1-20 in. "Trevor" Heading Planer

1-24 in. " " " "

SUBJECT TO PRIOR SALE

A full line of the latest improved cooperage stock machines

TREVOR MFG. CO., Lockport, N. Y.

Southern Agency with

J. C. PENNOYER COMPANY
Chicago, Ill. and Memphis, Tenn.**GEORGE H. SEAGREAVES**

Manufacturer of

34" OIL BARREL STAVES

Shorts 24" to 30" long

Prompt Shipments

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SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK**MACHINERY FOR SALE****RE-MANUFACTURED COOPERAGE MACHINERY FOR SALE**

1—24" Whitney late style drum stave saw.
1—Oram double independent wheel stave jointer for 36" staves.
1—Oram low frame double wheel lister.
New Noble bolt equalizer for handling bolts 28" to 36" long, equipped with new 36" saws.
100—6' roller bearing dry kiln trucks.
40—5' roller bearing dry kiln trucks.
1—Gerlach double wheel stave jointer for slack barrel staves.

NOBLE MACHINE COMPANY, Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE

1—Greenwood 24" slack heading planer.
1—Greenwood No. 3 slack heading jointer.
1—Rochester slack heading turner.

Complete with tools and knives. Good as new. Very reasonable price. Write E. HENNING, INC., Chicago, Illinois.

HEADING MACHINERY FOR SALE

1—Greenwood heading saw with 2 saws 46" and 50".
1—Holmes heading press.
1—24" Trevor planer.
1—No. 4 Greenwood heading turner fitted for sizes 9½, 10½, 12, 14, 16, 17½, 19½, 20, 24 inch.
1—Buffalo Forge 45" exhaust fan.
1—Snook heading press.
1—Cut-off saw 42".
1—Rogers knife grinder.
1—Dry-kiln outfit complete with blower-engine and pipe belts, pulleys, hangers, shafting, etc., and miscellaneous tools and heading mill equipment.

Address
WEST POINT COOPERAGE CO.,
Niagara Falls, N. Y.

FOR SALE

1—Trevor stave cutter, jack and pulleys, balance wheel boxes complete.
1—Greenwood heading turner.
1—Greenwood heading jointer.
1—16" barrel saw. Three wood split pulleys 8 inch, face 3 feet.
1—20 horsepower steam engine. Address.
HARRISON HOWELL, Dundee, N. Y.

Slack Heading Machinery for Sale

FOR SALE—Complete equipment of slack heading machinery, also blower system, portable saw mill, 100 HP. Pennsylvania tubular boiler with 65 foot stack, dynamo with switchboard and power cement mixer; good condition, good values. Address THE FANNING CO., INC., Perry, N. Y.

FOR SALE—One heading machine and one cut-off machine for cutting blocks for heads. Address "M. C. C." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

Cooperage Machinery for Sale Subject to Prior Sale.

1—No. 4 Greenwood stave cutter, complete with intermediate counter shaft, pulley and pitman, but has no knife.
1—Oram double stave planer complete with new knives and in good second-hand condition. This planer planes staves for slack or tight barrels on both sides at one operation, and does good work.
1—Chattanooga Machinery Co. make insulator pin machine complete with threading attachment and countershaft. This machine is in good second-hand condition and does good work; will turn and thread insulator pins up to nine inches in length.
1—Trevor heading turner for turning slack barrel heading; in good second-hand condition and does good work.

All these machines are good machines and we will sell them at a bargain.
J. D. BLACKARD STAVE & COOPERAGE CO., INC.
Stuart, Va.

MACHINERY FOR SALE**FOR SALE—REBUILT STAVE AND HEADING MACHINERY**

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

MACHINERY WANTED

WANTED—One No. 34½ Holmes double riveter; one No. 120 Holmes expander with extra set of dies to enable us to make 17½" and 19½" barrels. Address "BARRELS," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Sawed hoop machinery, complete and in good order. Address "HOOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

PLANTS FOR SALE**Stave Mill for Sale**

1—Stave mill portable boiler 80 lbs. pressure.
1—Gerlach 24" drum stave saw.
Belts, pulleys, shafting, tools, etc. Address
WEST POINT COOPERAGE CO.,
NIAGARA FALLS, N. Y.

Power Plant for Sale

1—Stationary H. T. boiler, 14' 11" long, 54" diameter, 62 tubes—13' 5" x 3". Rated recent inspection 60 H. P.
1—Portable saw mill boiler—approved recently for 80 lbs. pressure.
1—Atlas engine 8 x 16.
1—Slide valve engine 10 x 16.
1—Snow steam pump 3 x 5 x 3.
Can inspect at West Point, Va. Address
WEST POINT COOPERAGE CO.,
Niagara Falls, N. Y.

COMPLETE TIGHT STAVE AND HEADING PLANT FOR SALE

At Ferriday, La., a complete two-story 25,000 ft. capacity circular saw mill and complete tight barrel stave and heading mill, all under one shed, at the intersection of three railroads, with unlimited timber supply and favorable milling-in-transit rates and freight rates to domestic and export markets. Address THE KERN CO., LTD., New Orleans, La.

FINISHED PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FINISHED PACKAGES WANTED

WANTED—From 10,000 to 25,000 road oil barrels, dye barrels, or tallow barrels—F. O. B. cars New York City, N. Y. Address OIL, care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK WANTED

WANTED—A few cars 34- and 36-inch red and white oak K. D. & J. oil staves, and 30-inch No. 2 cottonwood and mixed timber slack staves; August, September and October shipment. DALLAS COOPERAGE & WOODENWARE CO., Dallas, Texas.

TIMBER LANDS FOR SALE

FOR SALE—8,000 acres East Texas, cutting sixty million feet, with heavy red gum predominating; only \$290,000 in fee. No finer slack barrel location of its size in America. Also 1,000 acres best class of forked leafed white oak, \$850 per acre in fee. Also 80,000 acres in Arkansas, cutting 580,000,000 feet, with 345,000,000 fine oak, only \$40 the acre in fee. These are three of the choicest tracts of cooperage timber remaining in America. Address J. D. PEACOCK, 1412 Monroe Avenue, Memphis, Tenn.

TIMBER LANDS WANTED

WANTED—To purchase tract of hardwood timber, ten million feet or more, principally gum for manufacture of slack barrel staves. Address POINTE COUPEE STAVE & LUMBER CO., 3134 Chartres St., New Orleans, La.

HELP WANTED

WANTED—Two or three stave jointers. Good wages. Address THE NORTHWESTERN COOPERAGE AND LUMBER CO., Gladstone, Michigan.

Permanent Foreman Wanted

We want a permanent foreman for a complete barrel plant located in Japan, owned and operated by Americans. Capacity 300 barrels per day, manufacturing direct from the timber. Must be thoroughly familiar with and capable of operating Holmes, Oram and Glader—heading, stave and setting-up equipment. Must also be able to train operators. State if married, age, experience, references, salary wanted. Address "PERMANENT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Foremen for tight barrel plant, to take charge of stave, barrel and head finishing departments; also stave jointers and heading makers. Oram machinery used. Address THE MICHEL COOPERAGE CO., Sandusky, Ohio.

WANTED—Experienced man as Superintendent, and capable of running a tight barrel factory equipped with Holmes machines. A Newfoundlander or a Canadian preferred. Address "E. W. R." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—One head turner, one jointer, one matcher and one pick-up man, to operate piecework on keg heading. Good wages and steady employment. Address GLADY MANUFACTURING CO., Gladys, W. Va.

WANTED—A good stave cutter, preferably one that can joint staves. Write at once, stating salary. Address J. D. BLACKARD STAVE & COOPERAGE CO., Stuart, Va.

GENERAL FOREMAN WANTED

At once. Intelligent and efficient young man as general foreman in tight barrel factory having a capacity of 3,000 barrels per day and employing 200 men. One with stave mill as well as factory experience preferred. Excellent opportunity. Only those thoroughly competent need apply. Address, giving full particulars, reference, age, etc., SUPERINTENDENT, COOPERAGE DEPT., TIDEWATER OIL CO., Bayonne, N. J.

WANTED—First class combination filer and foreman for country mills in Florida and Alabama. State age, experience, and give reference and salary expected, in first letter. PENSACOLA COOPERAGE CO., Pensacola, Fla.

WANTED—Superintendent for cooperage plant making tight and slack barrels. Address "T. S." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

POSITION WANTED

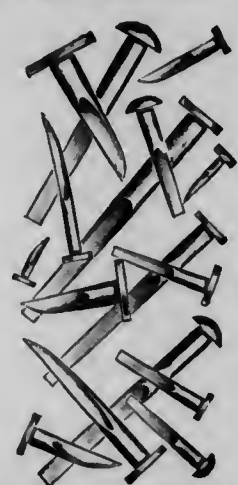
WANTED—To get in touch with parties contemplating the manufacture of cooperage stock. Will take management of new plant on profit-sharing basis. Thirty-five years' experience in manufacturing and mill constructing work. Address "H. E. L." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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STAPLES, HOOKS,
TACKS and
SMALL NAILS
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ESTABLISHED 1861
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Tight Cooperage, Staves, Heading and Shooks WE SOLICIT A SHARE OF YOUR PATRONAGE

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MANUFACTURERS TENNESSEE

Alabama Pine Heading

Any size, from 9 1/4 to 24 ins. Any thickness up to 3/4 ins.
Square or Bevel Edge
HOOPS STAVES HEADING
Also SLACK BARRELS

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BUTT FLAG
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QUALITY THE BEST AND
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Successors to W. P. HALL STAVE COMPANY

Manufacturers of
HIGH Cottonwood GRADE
SLACK BARREL STAVES

For Flour, Sugar, Cranberries, etc., they are unequalled. We feel that our experience fully capacitates us to handle all business to the entire satisfaction of our customers. A trial order will convince you.
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SKUSE'S COOPERAGE ROCHESTER New York

Manufacturer of
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**Staves
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Hoops**

For all kinds
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ORDERS solicited for
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Local coopers supplied.
Write us whether you want
to buy or sell as we know we
can deal to your satisfaction.

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Corner Finney and Davis Streets
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Tight Barrels and Kegs
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Successors to WRIGHT BARREL AND COAL CO.
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Manufacturers
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Oil and Tallow Shooks for Export
Correspondence Solicited

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

LAYTON COOPERAGE COMPANY
Columbia and Water Streets :: Portland, Oregon
We carry a large stock of second-hand Barrels Fir and
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We are in position to furnish you barrels for all purposes Write Us When in Need

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VIRGINIA STOCK HAS A REPUTATION
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Dealers in all kinds of **Cooperage**
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MILLS, FORDOCHE, LA.

Established 1860. Incorporated 1892. Long Distance Telephone, 1155 and 1156 Bergen
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Manufacturers of New Flour, Sugar, Lard, Oil, Whiskey, Glucose and Molasses. Barrels of all descriptions. Shooks for Export a Specialty.
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Stock of all kinds, and we want your prices
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WE ARE NOW jobbing wire hoops and hoop steel in carloads or less, at mill price, and
WE ARE supplying Wire Hoop Orders large or small, to the satisfaction of all buyers. Write Us
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Manufacturers of **KEG STAVES**
Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va.
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Write us for prices
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From KEGS to FIFTY gallon sizes. In Straight or Mixed Carloads.
We guarantee our stock and give prompt shipments. Let us quote you on
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WINE, PICKLE and OIL COOPERAGE
ALWAYS IN THE MARKET FOR SQUARE HEADING
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Business transacted in every part of the United States and Canada. We are
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Also white oak, gum, beech and dog heading. Correspondence solicited.
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Tight and Slack Barrel Staves
AIR-DRIED AND LISTED
Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to **QUITMAN, GEORGIA**

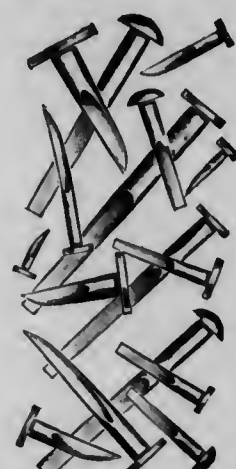
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Alabama Pine Heading

Any size, from 9 1/4 to 24 ins. Any thickness up to 3/4 ins.

Square or Bevel Edge

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Staves Heading Hoops

For all kinds
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ORDERS solicited for
straight or mixed cars.
Local coopers supplied.
Write us whether you want
to buy or sell as we know we
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Write for prices and samples

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We are in position to furnish you barrels
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WE ARE NOW jobbing wire hoops and hoop steel in carloads or less, at mill price, and
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Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va.
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From KEGS to FIFTY gallon sizes. In Straight or Mixed Carloads.
We guarantee our stock and give prompt shipments. Let us quote you on
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OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

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Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING

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Address all Correspondence and Orders to QUITMAN, GEORGIA

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WE ALSO MANUFACTURE AND ARE DEALERS IN
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All orders receive prompt, considerate and efficient attention
LET US HANDLE YOUR NEXT ORDER

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EXCEPTIONAL FACILITIES FOR EXPORT
50 Miles by Rail or Water from New Orleans

Gum, Ash, Red Oak, Cypress
— Tight Barrel —
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Specializing on Barrels for Petroleum Oils, Cotton Seed Oil, and Packing House Products

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TIGHT-BARREL STAVES and CIRCLED HEADING

From WHITE OAK, RED OAK, ASH AND GUM

SATISFACTION
GUARANTEED

Branch Mills in
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STEPHEN JERRY & CO.

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9 in. to 24 in.



Slack Barrels

Shooks for Export

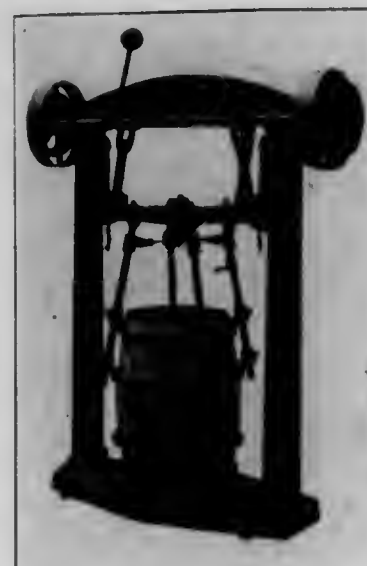
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ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.
Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

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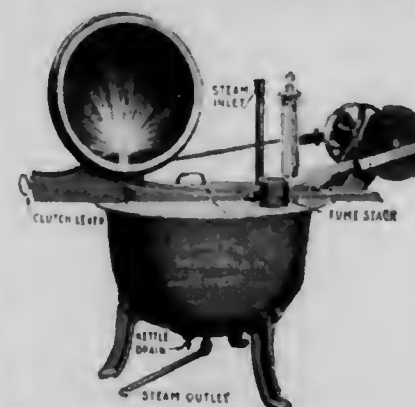
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Machinery**

CLEVELAND SPRAYING MACHINES



For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. Capacity as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

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THIS IS The Jacobs' Heater

With new solid base and other improvements, making it now

**The Best and Most
Satisfactory Barrel
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MILWAUKEE, WIS.

FORTY YEARS IN THE BUSINESS

Wm. H. Coleman Co.

Jackson, Tennessee

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Red Oak, White Oak and Ash
*from 9" to 23" in diameter
of the best quality*

Write us when in the Market

UNION STEEL & WIRE CO.

Not in Any Trust
INDIANAPOLIS, IND.

We Also Manufacture
Heading Ties, Coopers' Cut Nails, Basket Cut Nails and Tacks
Write for Prices

NET PRICES — SINGLE LOOP BALE TIES
F. O. B. INDIANAPOLIS



FOR STAVES AND HEADING, BOX SHOOKS AND FOR
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TERMS: 30 days, less 2 per cent., 10 days

Length of Tie in Feet	No. 17 Bundle of 250 Ties		No. 18 Bundle of 500 Ties		No. 19 Bundle of 500 Ties		No. 20 Bundle of 500 Ties	
	Black	Galvan.	Black	Galvan.	Black	Galvan.	Black	Galvan.
2	\$0.69	\$0.84	\$0.90	\$1.05	\$0.74	\$0.89	\$0.68	\$0.83
2 1/4	.70	.85	.92	1.07	.76	.91	.70	.85
2 1/2	.71	.86	.94	1.09	.78	.93	.72	.87
2 3/4	.72	.87	.97	1.12	.80	.95	.74	.89
3	.73	.88	.99	1.14	.82	.97	.76	.91
3 1/4	.74	.89	1.01	1.16	.84	.99	.78	.93
3 1/2	.75	.90	1.04	1.19	.86	1.01	.80	.95
3 3/4	.76	.91	1.06	1.21	.88	1.03	.82	.97
4	.77	.92	1.08	1.23	.90	1.05	.84	.99
4 1/4	.78	.93	1.10	1.25	.92	1.07	.86	1.01
4 1/2	.79	.94	1.13	1.28	.94	1.09	.88	1.03
4 3/4	.80	.95	1.15	1.30	.96	1.11	.90	1.05
5	.81	.96	1.17	1.32	.98	1.13	.92	1.07
5 1/4	.82	.97	1.20	1.35	1.00	1.15	.94	1.09
5 1/2	.83	.98	1.22	1.37	1.02	1.17	.96	1.11
5 3/4	.84	.99	1.24	1.39	1.04	1.19	.98	1.13
6	.85	1.00	1.27	1.42	1.06	1.21	1.00	1.15
6 1/4	.86	1.01	1.29	1.44	1.08	1.23	1.02	1.17
6 1/2	.87	1.02	1.31	1.46	1.10	1.25	1.04	1.19
6 3/4	.88	1.03	1.33	1.48	1.12	1.27	1.06	1.21
7	.89	1.04	1.36	1.51	1.14	1.29	1.08	1.23

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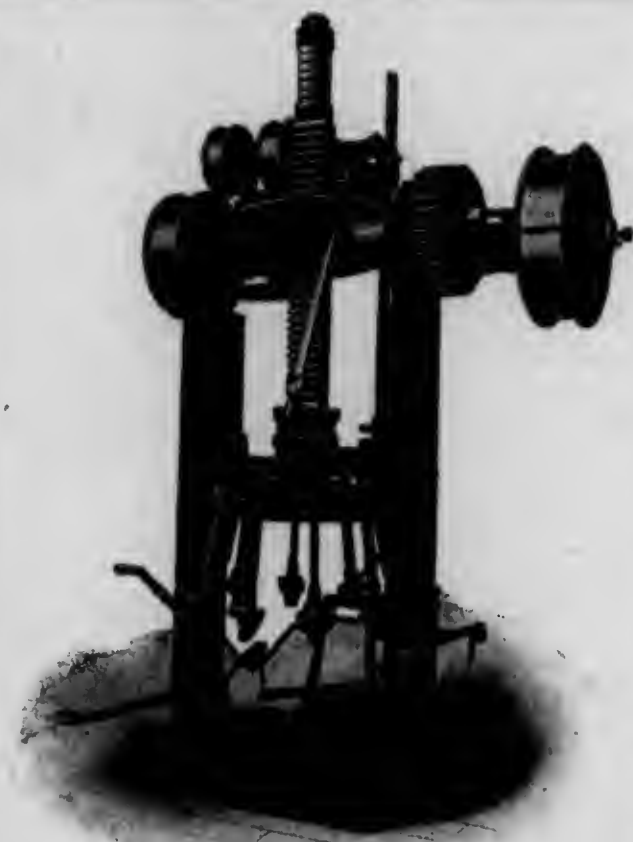
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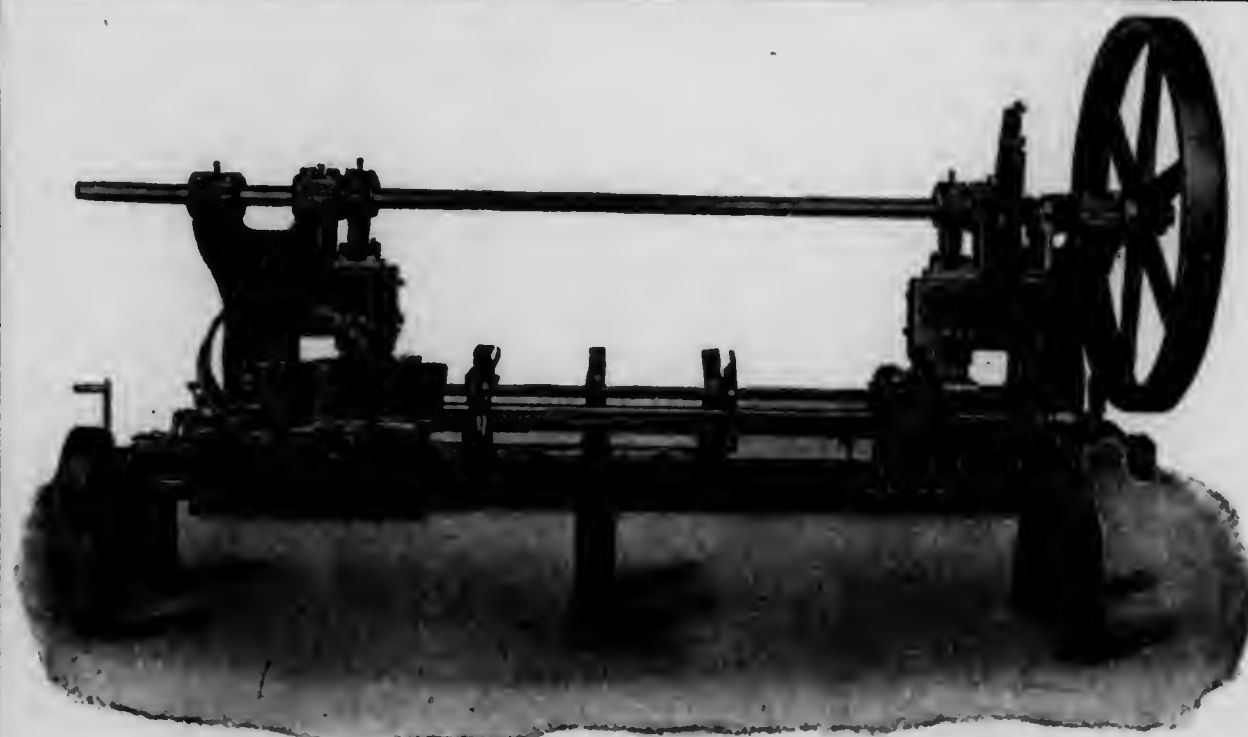
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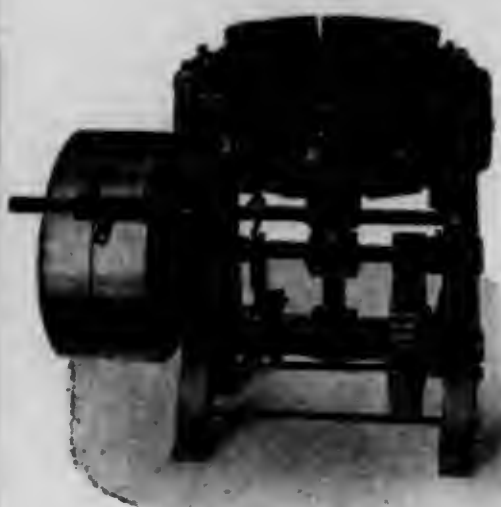
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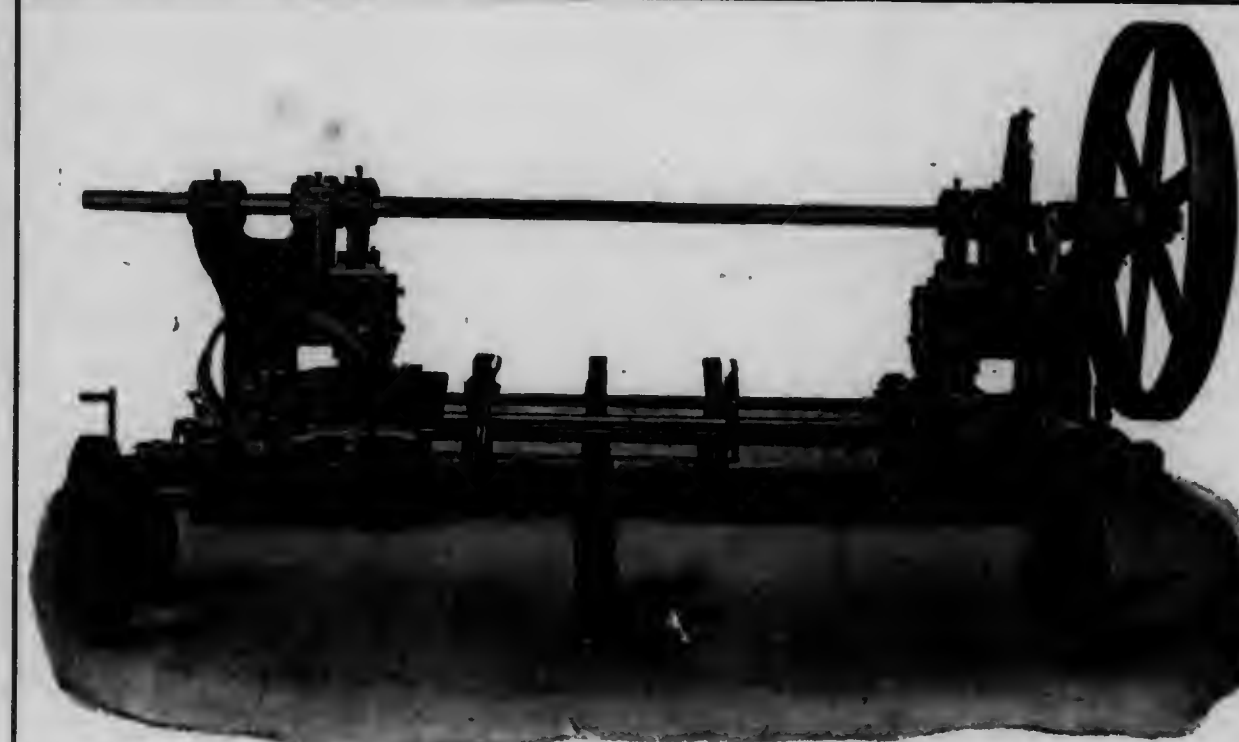
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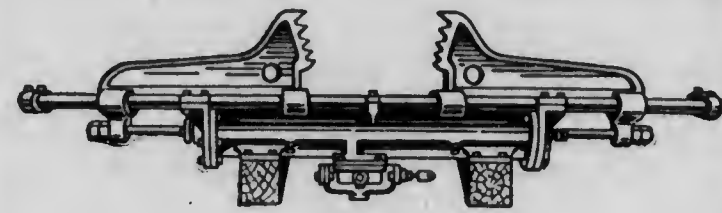
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4	.83	.98	1.09	1.24	.92	1.07	.86	1.01
4½	.84	.99	1.11	1.26	.94	1.09	.88	1.03
5	.85	1.00	1.14	1.29	.96	1.11	.90	1.05
5½	.86	1.01	1.16	1.31	.98	1.13	.92	1.07
6	.87	1.02	1.18	1.33	1.00	1.15	.94	1.09
6½	.88	1.03	1.20	1.35	1.02	1.17	.96	1.11
7	.89	1.04	1.23	1.38	1.04	1.19	.98	1.13
7½	.90	1.05	1.25	1.40	1.06	1.21	1.00	1.15
8	.91	1.06	1.27	1.42	1.08	1.23	1.02	1.17
8½	.92	1.07	1.30	1.45	1.10	1.25	1.04	1.19
9	.93	1.08	1.32	1.47	1.12	1.27	1.06	1.21
9½	.94	1.09	1.34	1.49	1.14	1.29	1.08	1.23
10	.95	1.10	1.37	1.52	1.16	1.31	1.10	1.25
10½	.96	1.11	1.39	1.54	1.18	1.33	1.12	1.27
11	.97	1.12	1.41	1.56	1.20	1.35	1.14	1.29
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2	\$0.79	\$0.94	\$1.00	\$1.15	\$0.84	\$0.99	\$0.78	\$0.93
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2¾	.81	.96	1.04	1.19	.88	1.03	.82	.97
3	.82	.97	1.07	1.22	.90	1.05	.84	.99
3¼	.83	.98	1.09	1.24	.92	1.07	.86	1.01
3½	.84	.99	1.11	1.26	.94	1.09	.88	1.03
3¾	.85	1.00	1.14	1.29	.96	1.11	.90	1.05
4	.86	1.01	1.16	1.31	.98	1.13	.92	1.07
4¼	.87	1.02	1.18	1.33	1.00	1.15	.94	1.09
4½	.88	1.03	1.20	1.35	1.02	1.17	.96	1.11
4¾	.89	1.04	1.23	1.38	1.04	1.19	.98	1.13
5	.90	1.05	1.25	1.40	1.06	1.21	1.00	1.15
5¼	.91	1.06	1.27	1.42	1.08	1.23	1.02	1.17
5½	.92	1.07	1.30	1.45	1.10	1.25	1.04	1.19
5¾	.93	1.08	1.32	1.47	1.12	1.27	1.06	1.21
6	.94	1.09	1.34	1.49	1.14	1.29	1.08	1.23
6¼	.95	1.10	1.37	1.52	1.16	1.31	1.10	1.25
6½	.96	1.11	1.39	1.54	1.18	1.33	1.12	1.27
6¾	.97	1.12	1.41	1.56	1.20	1.35	1.14	1.29
7	.98	1.13	1.43	1.58	1.22	1.37	1.16	1.31
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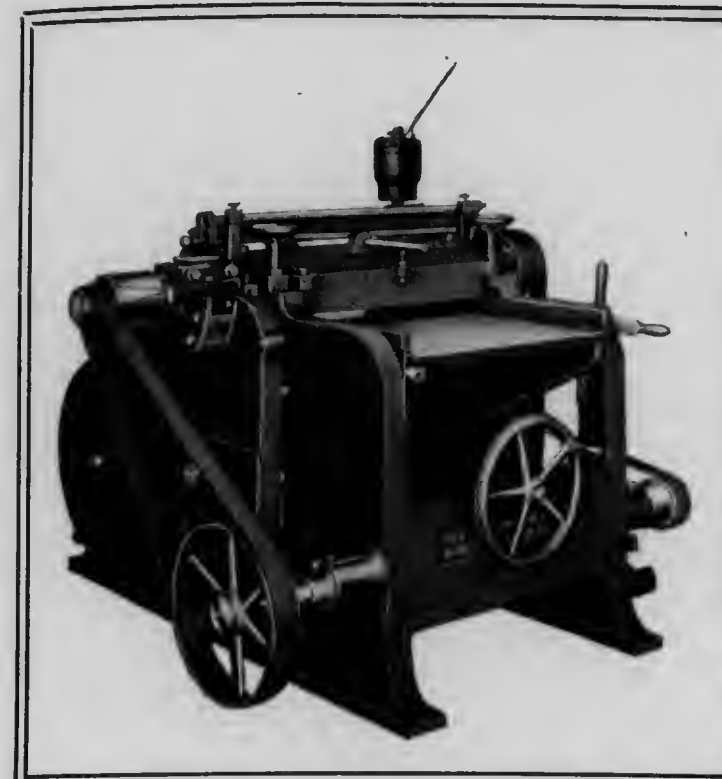
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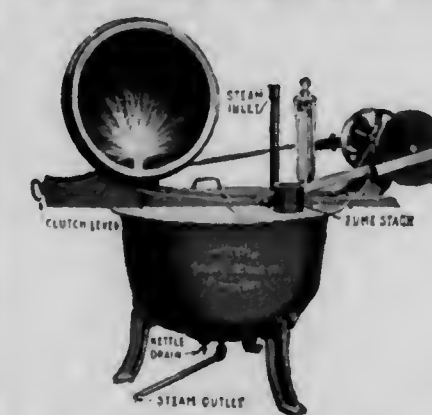
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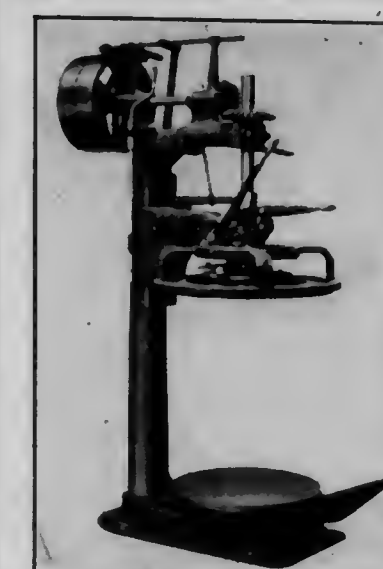


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The material from which we manufacture "Bone-Dry" Slack Heading is carefully and thoroughly kiln-dried, which is the reason why it has such a well-established reputation for retaining its shape and staying flat.

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The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, SEPTEMBER, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 5

New Orleans Reports Each Season Finds Increasing Demand for Sugar Barrels

In former years during the months of August and September the talk around the cooper shops here was always to the effect that business was dead, and money was too scarce to afford it a decent burial. This year, however, the struggle against adverse conditions has been so fierce that there has been no time for relaxation to celebrate a dull season. We are afflicted with car shortage, labor shortage and money shortage, just as other people are, but conditions now are no worse than they have been, and work is going on as usual.

Rains Are Distressing to Timbermen

The summer has been very rainy, and the rains still continue to fall with a frequency that is distressing to the timbermen, though they do not affect the mill man as they once did, for he does not now depend on air drying for his staves, but relies chiefly on his dry kilns.

Fine Tropical Weather—Good for Sugar Cane

We used to consider these late summer rains as an unmixed evil, and say they ruined the crops, but now, taught by experience, we call a wet August and September "fine tropical weather," good for sugar cane. The cane now promises a yield far in excess of the advanced Government estimates, with at least two months more in which to grow, so the sugar men are feeling assured about their crop, but are becoming anxious about their packages. They will not need barrels for the new crop until about the last of November, but would be very glad to accept deliveries of stock now.

Each year the demand for sugar barrels increases, and each year increases the number of mills that make their own barrels, and improve their equipment for doing so.

Demand for Coopers Is Stronger Than Demand for Cooperage

The demand for cooperage is strong, and the demand for coopers is stronger still. If you can make a good slack barrel, just drop in most any time and anywhere down here, and you will find a job waiting for you.

More Sugar Barrels Used During Summer Than Formerly

The most interesting fact in the history of the sugar barrel has been the great number of these packages that have been used during the summer months, when in former years none at all were used. Until quite recently imported raw sugars were refined only by two or three great refineries, but recently quite a number of the comparatively small establishments have taken up the work. The imported sugar has been distributed among them, and where they used to work only during the time of their own cane harvest they have been working during nearly the whole of this year, and calling for all the barrels they could buy or make. This is the cause of the phenomenon—a year without a period of dullness and famine in the sugar barrel trade.

Marvelous Progress in Louisiana's Oil Industries

This has been a period of marvelous progress in the oil industries of this State, and, quite as a matter of course, the oil men, in the exuberance of their excessive prosperity, have indulged in widespread and prolonged strikes, which have, here and there, reduced the demand for containers for petroleum products, though we cannot find where either the Texas Co. or the Standard Oil Co. of Louisiana has refused any good offer of cooperage stock, either slack or tight. A strike or other causes may stop business in one locality, but this loss of business is more than made up for by the general growth of the trade.

Now is the Time to Offer Stock for Lard and Oil Barrels and Tierces

Last year's crop of cottonseed has been crushed, and the new crop has not yet begun to come in, so the oil mills and the shops that supply them are availing themselves of this opportunity to make needed repairs, and

get ready for the approaching campaign. This is the right time to offer stock for lard and oil barrels and tierces, and for butter tubs and pails, as all the cotton oil mills and their coopers are figuring on their supplies for the coming season, and those who can get them are laying in their supplies.

Less-Than-Cargo Export Shipments Increasing in Number

The great stave yards on the river front are showing some signs of life, but supplies are coming in too slowly to admit of the renewal of the whole cargo shipments once so numerous. The less-than-cargo shipments are increasing in number, and it is interesting to observe the directions in which they are going. Among recent shipments are the following:

To Bordeaux, 625,000 white oak staves and 110 bundles of barrel shooks.

To Genoa, 179,000 pieces white oak staves.

To Algiers, 135,000 pieces white oak staves, 55,000 French claret staves. Algiers and the other French possessions in northern Africa are rapidly coming to the front as grape-growing countries, and users of wine cooperage.

To Liverpool, 31,000 pieces of oak staves.

To London, 19,000 pieces gum staves.

Shipment of Split Oak Staves to Callao Should be Entering Wedge

A little shipment of a few hundred split oak staves was noticed consigned to Callao. This was a trifling matter in itself, but it should be the entering wedge into a region that has almost been closed by circumstances to the cooperage trade. There is a crying demand in that region for cooperage, and now that transportation facilities have been so greatly improved, there is no reason why we should not build up and supply that trade as long as we can produce the goods.

Chamfered and Crozed Staves to Martinique

Some good shipments of heading and of chamfered and crozed staves were noticed for Martinique. That country produces great quantities of sugar and rum for export, and requires large supplies of barrels, casks, hogsheads and kegs. If supplies of stock for these packages were more abundant the demand would grow rapidly.

Several thousand bundles of chamfered and crozed staves, with corresponding quantities of heads and elm hoops, were noticed being loaded for Santiago. The shipments should have been larger, for Santiago is the principal seaport of eastern Cuba, is easy of access, and is a good business town. It has sugar refineries, breweries and many other industries that would use cooperage if they could get it. Supplies in the past have been so uncertain that the barrel-making business has not been well developed, and most barrel users prefer buying knocked down barrels. One of the largest users of cooperage there is the Santiago Brewing Co., address Entrada del Cobre, Santiago, Cuba. They report that they are well stocked up on American heavy cooperage, but are always in the market for bottle barrels. Empty barrels are supposed to be returned to them by their customers, but in actual practice they never come back. The demand for second-hand packages is so great that the customers keep and pay for them, so the brewery is always renewing its stock of barrels.

Guadalupe Sugar and Rum Trade Calls for Cooperage

Among recent shipments to Guadalupe were some 14,000 pieces of staves and four or five thousand bundles of shooks. Guadalupe has at least a dozen sugar mills in action, and the principal exports, sugar and rum, call for much cooperage.

Breweries in Most Flourishing Condition—Bottle Barrel Demand Heavy

Perhaps the queerest phenomenon connected with the working of the prohibition amendment is the increase in the business of the breweries of this city, all of which are said to be in a most flourishing condition, and calling for more bottle barrel cooperage than ever before.

Mr. Moore, Skipper, Deserves Great Credit

One of the most enjoyable events of the season was the great yacht race on Lake Pontchartrain, held under the auspices of the Yacht Club. There were several good boats, all well handled, and so the winner, Mr. Lucas E. Moore, of the Lucas E. Moore Stave Co., New Orleans and New York, is entitled to great credit for his victory. It is certainly gratifying to find the cooperage men taking a high place in many branches of endeavor.

TIGHT CONTAINERS NEEDED IN CHINA

The demand in China for tight cooperage containers, according to the Far Eastern Trade Note Department of the Bureau of Foreign and Domestic Commerce, will undoubtedly increase with the increased production and the exportation of such commodities as oils, lard, wine and egg products. The bulk of such containers now used in the Hankow consular district comes chiefly from the United States, there being but one foreign cask factory in Hankow, having a capacity of 2,000 barrels per month, and obtaining the oak and iron hoops used from Japan, and the glue from the United States.

CEMENT COMPANY LOCATES ON SIGNAL MOUNTAIN

The Signal Mountain Portland Cement Co., a \$6,000,000 concern recently organized by Tennessee, Alabama and Iowa investors, will locate its cement manufacturing plant on Signal Mountain, five miles from Chattanooga, Tenn. Initial plans call for production of 3,000 barrels of cement daily with facilities for increasing the output to 5,000 barrels daily upon short notice.

Purchases by the company include the factory site, 500 acres of land, covering vast quantities of limestone and coal land lying nearby. Plans for the factory and developments are being prepared.

George P. Dieckmann, manager of the Gulf States Portland Cement Co., Demopolis, Ala., will be given active control of the Signal Mountain Co. Directors are: C. E. James, Chattanooga; A. Y. Jameson, Mason City, Ia.; R. C. Lubiens, Iowa City; C. A. Lysterly and J. P. Hoskins, Chattanooga.

PROCTOR & GAMBLE EXPAND

A late report from San Francisco, Cal., brings the interesting information that Proctor & Gamble, Cincinnati, Ohio, long-time subscribing friends of the JOURNAL, have selected a plant site on San Francisco bay, after inspection of port facilities along the entire Pacific coast, making the choice because of superior distribution facilities there and the fact that the location of the site chosen is the Pacific center of population. The Cincinnati food products and soap corporation paid cash for the 54-acre site selected on the Richmond inner harbor. Proctor & Gamble will spend from \$2,000,000 to \$3,000,000 in developing its own shipping and rail terminal on the new Richmond harbor and in building one of the largest industrial plants on the Pacific coast.

MADEIRA IS NEW MARKET FOR STAVE MAKERS

A late consular report from Funchal, Madeira, is to the effect that there is a good market in Madeira for oak staves used in making wine casks and barrels. The report says the largest casks used are called "pipes," which have a capacity of about 132 gallons. Staves for these pipes should be 54 inches long, 6 to 7 inches wide, and 2 1/4 inches thick at the narrowest part. For hogsheads the required dimensions are 44 by 5 to 6 by 2 inches, respectively; for quarter casks, 34 by 5 by 1 3/4 inches; and for octaves, 27 by 4 to 5 by 1 1/2 inches, respectively. Thinner staves than those just described can, of course, be used, but the thick ones are preferred. It is estimated that in normal times there were used annually in Funchal 48,000 staves for pipes, 84,000 for hogsheads, 36,000 for quarter casks, and 12,000 for octaves. Most of them came from the United States.

HAVE PURCHASED LARGE STAVE TIMBER TRACT

Swartz Brothers, manufacturers of staves and lumber, The Plains, Va., advise the JOURNAL that having cut out at The Plains, they have just purchased a large tract of fine stave timber at Fredericks Hall, Va. Swartz Brothers will be ready to operate at Fredericks Hall soon after September 1st.

Louisville Reports That Bulk Beer Will Eventually Force a Demand for Cooperage

Business is generally good with every division of the cooperage trade at the present time, there being a very good demand for both tight and slack barrels, while there is also a demand for kegs and prospects of better demand eventually for beer cooperage. At the present time the dry beer people are using up old stock, and doing a lot of re-coopering, but there is a steady movement of bulk beer which in time is going to force a demand for cooperage. All lines of cooperage stock is scarce, due to shortage of labor and had weather during a considerable portion of last year and the spring months. Prices are high and it is reported that it isn't easy to locate some requirements.

Are Buying Whiskey Barrels in Carload Lots

It is reported that some of the larger cooperage houses have been buying up used whiskey barrels in car lot shipments from distilleries, and knocking them down. The charcoal is planed out of the staves and heading, and they are set up again, the barrel being practically new inside. They sell at a discount under new spirit barrels, and are very satisfactory for packing vinegar, pickles, kraut, cider and many other lines.

The Tight Barrel Market

Prices today are high all along the line. From good authority it is stated that one of the leading manufacturers, who is a bit low, if anything, on his prices, is getting the following prices for six-hoop barrels, or the fifty gallon variety: Red oak, oil, \$4.50; white, \$8.50; white oak, \$5; gum, \$4.25. Thirty-gallon half whiskey barrels, oil, \$3.50; spirit, \$4.50; gum, \$3; second-hand whiskey barrels, \$6; shaved out, \$7.50. Second-hand oil, \$3.25; second-hand glucose, \$2.50 and \$2.75. Kegs, red oak, five-gallon, \$1.25; ten-gallon, \$1.60; fifteen-gallon, \$1.95; twenty-five-gallon, \$3.25.

The Slack Barrel Market

In slack barrels, apple packages are selling at \$1.30 to \$1.40 each, with flour at \$1.40 to \$1.50. Sugar barrel size packing barrels made of No. 2 grade cooperage, are selling at the same price as apple barrels, apple barrels also being used by the potato and general produce trade.

The Slack Stock Market

Slack cooperage stock is quoted at \$35 to \$40 a thousand for No. 1 grade, and \$31 to \$33 for No. 2 grade. Hoops are quoted at \$70 a thousand. Heading is quoted at 30 cents a set for No. 1, 22 cents for mill run, and 20 cents for No. 2.

The Tight Stock Market

Quotations on tight barrel stock are not obtainable, due to the fact that most of the local concerns are producers and consumers, and neither buy nor sell much stock. However, white oak oil staves are quoted at around \$95 to \$105 a thousand. One purchase at \$90 recently made locally turned out to be inferior quality stock, and good stock is reported as selling up to \$115 a thousand. Red oak staves are selling at \$10 to \$15 a thousand less than white. It is reported that some high grade spirit staves were recently sold at \$180, while one report contends that wine staves were recently sold for export through New Orleans at \$300 a thousand. This latter price appears a little out of line, but the statement came from an excellent authority.

The Market on Kegs and Small Containers

Prices of kegs and small containers are a bit low on the local market, and are due for an increase, and that shortly. Prices of half barrels appear a little high on first glance, but in view of the fact that there are practically no thirty inch staves available, and half barrels have to be made up from long staves cut down, it is easily seen that the waste makes for a high price.

It is claimed that the loss of whiskey business can no longer be seen in the cooperage market, as a result of other lines having grown to meet the loss of whiskey business, resulting in cooperage plants being good and busy, and having about all that they can do in handling local and Eastern demand, along with some export inquiry.

Excellent Outlook Reported in Export Tight Stock Trade

One of the leading cooperage houses was recently quoted in the Board of Trade Journal as feeling that the export situation was gradually improving, and that there was an excellent outlook for export business on tight stock.

Louisville Cooperage Co. Reports Best Stock Production Since Establishing of New Mills

The Louisville Cooperage Co. reported the best production during the past six weeks that it has known since establishing its new mills in Louisiana, and that its eastern Kentucky production of staves and heading was also good. Eastern Kentucky has plenty of labor, and so far this year has produced more stock than during the whole of last year, and expects to be able to go steady to the first of the year. The barrel plant is operating at capacity, and keeping good and busy.

Chess & Wymond Co. Reports Operating Conditions Much Improved

L. H. Wymond, of the Chess & Wymond Co., in commenting on conditions, stated that Southern operations were still being troubled by rain to some extent, but that conditions were much better than they had been. He reported satisfactory business in the local barrel plant.

Excess in Demand Over Supply Keeps Ready Market for all Available Stock

Frank B. Russell, of the Russell Stave Co., in commenting on conditions, said: "It is merely a question of production, and that is a question of labor and weather. The demand for all grades of tight cooperage is greater than the supply, and as long as that condition continues there will be a ready market available for the manufacturer, and at good prices."

No Tendency Towards Long Time Contracts

Manufacturers of barrels, as well as staves and heading, are showing very little tendency toward taking any long contracts, and appear to be working along very close to market prices, and not endeavoring to take any long future business.

Varnish, Oil and Paint Trades Buying Well

The edible oil people have been buying well, but are a little slow just now, due largely to the fact that most of the 1919 cottonseed oil has been handled, and there will not be much doing until the new cotton oil stock is on the market. There has been a good demand from the varnish people, while the oil and paint trades have all been buying well. Cider prospects are good this fall and should move out a considerable amount of good used cooperage.

TEXAS CEMENT PRODUCTION 500,000 BARRELS SHORT OF PRESENT ANNUAL DEMAND

With no signs of early improvement in the cement situation in Texas, plans for the State to build and operate a plant for the manufacture of the material are being pushed. So says a late report from Austin, Texas.

In addition to the legislative committee which was appointed to investigate the question of the State manufacturing cement, and to report at the coming regular session, which is to meet next January, the Texas Road Builders' Association has appointed a committee to make a similar investigation. This committee is composed of Professor F. E. Giesecke, Austin, chairman; D. D. Panas, Houston; R. J. Potts, Waco; J. M. Howe, Houston, and R. V. Glenn, Fort Worth. There are at present five cement manufacturing plants in Texas and, according to builders and contractors, these concerns are entirely inadequate to supply the demand. Large quantities of cement are now being shipped to Texas from Oklahoma, Kansas and other States. Efforts have been made to purchase cement from mills as far away as San Francisco, but without success.

Dr. J. C. Nagle, dean of the department of engineering of the State Agricultural and Mechanical College, who has investigated the cement shortage and the possibilities of the State engaging in the industry, says that there is room for another cement mill in Texas. He points out that the annual demand for cement in this State in ordinary times is about 2,000,000 barrels and that an additional 1,000,000 barrels are needed for highway construction.

The total capacity of the cement mills of Texas is about 500,000 barrels short of the present annual demand of the State.

James Trollinger, of Shesholtzville, Pa., has purchased the stave plant of H. M. Jacoby at Allentown, Pa.

The capacity of the hoghead stave and heading plant of L. N. Ligon, Pamplin, Va., will be increased. Improvements are now under way.

OIL-HANDLING RECORD SET BY MEXICAN COMPANY

A report from Tampico, Mexico, is to the effect that deliveries of petroleum and its products by the Mexican Petroleum Co., through its subsidiary, the Huasteca Petroleum Co., for July, amounted to 3,139,094 barrels. That is the largest quantity of oil, according to our correspondent, ever handled by one company in a single month in Mexico. In making the foreign and coastwise shipments the company used the ports of Tampico and Port Lobos. A recapitulation of deliveries shows 2,489,353 barrels were shipped from Tampico and 228,488 barrels from Port Lobos. Local and pipeline deliveries to customers were 367,186 barrels, while oil used in operation totaled 54,067 barrels.

The deliveries were divided as follows: Crude oil, 985,913 barrels; topped oil, 1,856,523 barrels; crude naphtha, 295,389 barrels; gasoline and gas oil, 1,275 barrels. Destination of the product shipped from Tampico was: To the United States, 1,750,767 barrels; United Kingdom, 216,649 barrels; Argentina, 119,039 barrels; Brazil, 74,104 barrels; Chile, 54,348 barrels; Panama Canal Zone, 99,932 barrels, and fuel deliveries, 174,514 barrels. The shipments from Port Lobos were as follows: To the United States, 228,488 barrels; local deliveries, 366,996 barrels; local, United States, 230 barrels; used in operation, 54,067 barrels.

WILL BUILD BIG BEET-SUGAR REFINERY

A group of Yellowstone Valley bankers and business men have formed the Montana Sugar Co., Forsyth, Mont., which will build a beet sugar refinery with a daily capacity of eighty-five tons of sugar. The proposed factory will have a daily slicing capacity of 60 tons. It will cost approximately \$1,500,000.

Officers of the new company are: President, Major John E. Edwards, president of the Bank of Commerce, Forsyth; vice-president, Henry Schlueter, vice-president of the First National Bank of Roschud; secretary, W. A. Denison, cashier of the American National Bank, Forsyth; R. S. Nutt, president of the Yellowstone Valley Bank and Trust Co., of Sydney, and C. N. Luke, vice-president of the Miles City National Bank, Miles City.

It is stated by officers of the new company that they have already contracted with farmers in the valley for the growing of beets on between 5,000 and 6,000 acres of suitable land, which will be ample to take care of the needs of the plant.

MILWAUKEE LARGEST INLAND BREAK BULK PORT

Another lake steamship corporation, operating eight vessels, will make its headquarters at Milwaukee, Wis., according to contemplated expansion of the Milwaukee, Chicago and Michigan City Line.

Together with the previously reported combination of the Northern Michigan and Goodrich Transit companies, bringing fifteen vessels under one flag, with general headquarters at Milwaukee, the new organization will, according to report, make Milwaukee the greatest break bulk port on the Great Lakes, surpassing Chicago.

The eastern terminus of the new line will be supplied by a working agreement already entered into with the Tri-State Steamship Co., Cleveland, now operating several steamers.

The terminal at Michigan City will be the most modern on the Great Lakes. Boats will dock on one side and freight trains will load the merchandise on the other for transshipment to points east and south. The warehouse will be a huge one, large enough to enable shippers who are financing the shipping line to store goods until they are needed at their destinations.

The expansion of break bulk shipping on the Great Lakes is an effect of the Panama Canal act, by which Congress compelled railroads owned in the United States to surrender holdings of steamship lines.

LUMBER COMPANY ABSORBS COOPERAGE COMPANY

The W. E. Foshee Lumber Company, of Montgomery, Ala., has absorbed the McGowin-Foshee Mill Company, the consideration being in the neighborhood of \$150,000. The McGowin-Foshee Mill Company operates both a tight and slack barrel plant at Selma, Ala., and is also the owner of large timber holdings in Marengo County, Ala., and in Jackson County, Fla. The Florida timber holdings, which are all of long leaf pine, were recently acquired and will, according to report, be developed through operation of a saw mill on the part of the W. E. Foshee Lumber Company.

A stave mill has been erected at Natchez by Henry Young, which plant is now in operation.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

The Sandusky Cooperage and Lumber Co., Toledo, Ohio.

The Virginia Barrel Co., Toledo, Ohio.
Hill-Curtis Company, Kalamazoo, Mich.
G. Sinclair & Sons, Newcastle-on-Tyne, England.
South Side Cooperage Company, Pittsburgh, Pa.
Arkansas Hoop & Lumber Co., Inc., Wynne, Ark.
The Carnegie Cooperage Co., Carnegie, Pa.

According to report, New Orleans breweries are in a flourishing condition, with the resultant consequence that the demand for bottle barrels is heavy.

There is no doubt but that all is good. For instance, the midsummer rains in the South, so distressing to lumbermen, are now designated as "fine tropical weather, good for the sugar cane."

The export trade as viewed and reported by our New Orleans correspondent in this issue of the JOURNAL shows some very interesting aspects which should appeal to all our export manufacturers.

No, we do not believe the apple growers will have "to acquire and establish another package of less expense and equal service" than the barrel, because we know that the cooperage trade can and will make such a need unnecessary.

The month of August was devoted to the "apple"—apple monument erection, apple shippers' silver anniversary convention, apple barrel shortage problem, splendid apple reports as to ultimate harvest, etc., etc. In fact, August was decidedly an apple interest month, as will be noted by the news pages of this issue of the JOURNAL.

Cooperage and cooperage stock manufacturers interested in the cider, vinegar and syrup barrel trade have some future business to contemplate, as predictions and indications are that the cider and vinegar production this season will be the greatest on record, while a big increase in the syrup barrel demand is looked for.

That the Canadian apple growers let other barrel users get ahead of them in placing their orders is the reason given by the Dominion Fruit and Vegetable Crop Bulletin, in its latest issue, for the barrel shortage which the Canadian growers are now facing. The Dominion Bulletin warns growers who have not succeeded in placing barrel orders to plan for winter storage of their fruit.

On August 23d China's first stock exchange opened, at Shanghai, under the name of the Chartered Stock and Produce Exchange of Shanghai. The exchange has four departments—provisions, shares, cotton, and yarn. Departments for piece goods, grain and dyes will probably, according to report, be added shortly. The capital is \$5,000,000, one quarter of which has been called up. China bulls and bears will now get busy.

"I am turning out barrels in my shop of which I am proud." So writes one of the JOURNAL's barrel manufacturing friends. When a manufacturer is proud of his product it is almost a foregone conclusion that his customers are going to be satisfied. A well-made barrel is always its own best booster, and any barrel manufacturer who is turning out packages of which he is proud will not be troubled by sleepless nights due to "poor" barrel complaints.

Not only should every stock and barrel man interested directly in the apple barrel trade read most carefully and preserve for future reference the report of the Container Committee of the International Apple Shippers' Association, which report appears in full in this issue of the JOURNAL, but every cooperage and cooperage stock manufacturer throughout the entire trade should do likewise, since the wooden barrel, no matter what line of trade it serves, is of paramount importance to the industry as a whole.

How instinctively all link the barrel with the apple when speaking of this fruit was most impressively noted in the remarks of Dr. S. W. Fletcher, Professor of Horticulture, State College, at the recent dedication exercises of the "York Imperial" apple monument, which exercises took place at the Springwood Farms of John C. Schmidt, York, Pa. Dr. Fletcher said that not only was the monument as erected a memorial to what the apple had done for mankind in the past, but a promise of what it would continue to do in the future, and, said Dr. Fletcher, "the stability of the apple can always be depended upon to fill the barrel."

According to our Louisville correspondent, leading barrel men claim that there is an excellent prospect of an improvement in demand for spirit staves, as it is beginning to look as though a few distilleries at least will have to start operations shortly in order to provide whiskey for medicinal purposes, judging from the rate at which existing stocks are being unbanded and bottled. During the past few months, according to report, the bottling houses have been operating at capacity in supplying the medicinal demand of the country. This has resulted in emptying of large numbers of old barrels, which have been coming on the market for other uses, but the demand for used cooperage continues so heavy and at such good prices that the released whiskey stock is not interfering to any extent with new business.

That the apple barrel shortage situation, which is now being felt so generally, was inevitable, all in touch with existing manufacturing conditions throughout the cooperage industry well knew and have known for some time. The constant urge that has been put to barrel users, that they estimate their package needs and place their orders as early as possible, was an appeal against the very shortage that is now so plainly manifest in many sections. While the early placing of apple barrel orders may not have entirely prevented the present barrel shortage, owing to stock manufacturing conditions, transportation troubles, scarcity of labor, etc., still we feel safe in asserting the belief that had there been less hesitation on the part of apple barrel buyers in placing their orders, that the stock manufacturers and barrel makers, by co-operative working, could have done much towards minimizing this shortage. However, even in the face of what now appears apparent, the hope, as expressed by Secretary Kraft to the apple shippers assembled in convention at Chicago, that there will be no actual shortage, all demands for barrels being fulfilled by harvest time, is shared by the cooperage trade generally, and there is no doubt but that every effort will be made to that end insofar as it can be done.

NATIONAL MANUFACTURING CO. LOOK FOR BIG RUSH DURING EARLY SEPTEMBER

Reporting for the September issue of the JOURNAL, want to say that our business is very good. We find quite a scarcity of elm hoops, and a fair supply of heading and staves at the mills. All stock is moving at satisfactory prices, and we anticipate a big rush during the latter part of August or early September.

Our export business is considerably better than it has been, due to the fact that the Cuban Government has allowed prisoners to work on the docks at Havana to take care of the frightful congested condition there.

USERS ARE TAKING ENOUGH BARRELS TO MAKE COOPERAGE STOCK MANUFACTURERS HUSTLE, SAYS C. M. VAN AKEN

This section has not been suffering from a dearth of cooperage orders during the past month. What has been troubling the cooperage stock manufacturers and dealers most has not been how to get orders, but how to keep from taking orders that could not be filled.

The barrel users have become accustomed to high-priced barrels that inevitably goes with high-priced cooperage, and barrel makers who in the spring solemnly declared they would not make a barrel from stock that was offered at what they considered unnecessarily high prices, have found that barrel substitutes have been as near the sky-line as barrel material, besides being in many cases, much harder to get. So, while sometimes it has been against their desire to place orders for cooperage, there seemed practically no alternative.

The above, in a measure, accounts for the present more or less abnormal demand. At the same time, a large part of this demand would not be here were it not for the fact that business is good in most of the lines where barrels are used. Lime, cement, flour, sugar and various other barrel-using lines of business are having about all they can do to keep up with their orders. Whether these people are using their average proportion of barrels or not is hard to say, but they are using enough barrels to make the cooperage stock people hustle. Besides this, the Eastern fruit crop is unusually heavy. Barrels are the usual package for Eastern apples, but this year the farmers are packing them in baskets, boxes, crates and almost anything that they can get and that they can use as a retainer.

Just now the price of barrels is considered but little, the main point being whether or not the barrel can be supplied, and the uncertainty of barrel supply is not due so much to scarcity of stock as it is to scarcity of barrel makers. Up to the present time, the apple barrel coopers have been fairly well supplied with stock. At times, they have had but little material on hand, but usually a car could be wiggle through in some way to prevent shutting down the plant. However, this could not be said of barrel makers—there is no way of wiggling them into existence, so it can be readily seen that increased shipments of cooperage does not necessarily mean increased number of barrels.

We are passing through a time when the demand for nearly every manufactured article exceeds the supply. Everyone seems to be doing their best to overcome the handicaps, and with this we should be satisfied.

JAMES INNES BELIEVES RAILROADS SHOULD CARRY AT OLD RATES ALL GOODS FOR WHICH CARS WERE NOT SUPPLIED WHEN REQUISITIONED

Manufacturers of slack barrel stock are greatly hindered in production, at the present time, by shortage of labor, and also by the inefficiency of the labor which is available. The aggregate production of cooperage stock is therefore away below normal for the summer months.

Lack of railway cars is also holding up shipments. Some of the Southern shippers, especially, are complaining, and there is a feeling that railways are holding back supplying cars, until the increased rates come into force. Railroads should be obliged to carry at the old rates all goods for which cars were not supplied when requisitioned.

Prices of hoops and heading have advanced rapidly and staves are now on the upward tendency.

Consumers are having great difficulty in obtaining cooperage material fast enough to supply their requirements, and there is no possible chance of this situation being relieved for some time. Neither are prices likely to be any lower this season, as the small output makes production very costly, cost of material and wages per 1,000 being the highest in the history of the trade.

Tight barrel stock is also being produced in very small quantities, and while prices have not advanced in proportion to slack barrel stock, for reasons which are obvious, stocks are held firmly, and before the season is over, a general clearance is looked for.

Export demand is still good, while home consumption is most satisfactory. With the advent of bad weather in the fall, production will be very light and prices will have to be advanced to meet the increased cost per unit.

ARE MANUFACTURING TIGHT BARREL STAVES

The B. & D. Saw Mill Company, Higden, Ark., are turning out red and white oak wine and oil barrel staves at the rate of 8,000 staves per ten hours. According to A. V. Alexander, general manager, the B. & D. Saw Mill Co. have about 10,000 acres of virgin timber of very high grade white and red oak. They also have some fine yellow pine tracts which they may later manufacture into slack staves.

VALUABLE OIL LANDS RESTORED TO NATION

Claim to virtually every acre of withdrawn oil land held under the old placer mining law was relinquished to the Government August 25th, at the close of the six-month period within which such relinquishment could be made to secure prior leasing rights to the property under the land-leasing act. Officials of the Interior Department estimated that the Government thus had obtained clear title to more than 60,000 acres of the most valuable oil lands embraced within the public domain, claim to which never had been perfected under the old mining law before the land was withdrawn.

In addition to coming into undisputed possession of this acreage, the Government also will collect, it was estimated, about \$10,000,000 in back royalties, this royalty under the act amounting to one-eighth of the value of all the oil produced during the life of each well. Its payment is made a condition of lease in each case.

Of the approximately one hundred claims on naval petroleum reserves relinquished up to the end of the six months' period to secure leasing rights under the act, the Navy Department, it was said by officials at Washington, will contest, through the Interior Department, about 25 per cent. It is believed that this percentage of the claims will be found to be fraudulent in that the wells for which lease is sought were not producing wells at the time the leasing act went into effect, or that the claims resulted from "dummy" operations in violation of past law. Nearly all of the naval reserve claims are located on what is known as number two reserve in California.

BRAZILIAN WOOD CUTS IN ON AMERICA'S PORTUGAL STAVE TRADE

Oak staves for the manufacture of barrels, casks, pipes, etc., have been imported for many years from southern ports of the United States to Portugal for wine production. During the war direct importation of these staves from the United States increased greatly. Of late, experiments have been made, says the Bureau of Foreign and Domestic Commerce, by several cooperages in the use of a Brazilian wood known as "freijoa" for the manufacture of casks. Satisfactory results have been obtained from casks of this wood, and, since the cost is much lower than the American oak staves, it is possible a considerable competition will result.

WILL NEED CANDY PAIRS

News comes out from Louisville, Ky., that additional manufacturing facilities will be provided in a \$1,000,000 factory which the National Candy Co. has decided to build in that city. The site of the new factory building will be 200 x 500 feet, and the structure will be five stories high.

BUSINESS GOOD, BUT PRODUCTION SLOW

In reporting on trade conditions at present, E. P. Voll, sales manager of the Bolz Cooperage Corporation, the "Quality Tells" slack cooperage stock manufacturers, of St. Louis, Mo., says: "Business is quite good, but production of material is very slow, which, in conjunction with the car shortage, has reduced our shipments more than fifty per cent. We feel that the production of cooperage in the future will not be a great deal better than it is now, or at least not until such time as the car situation is relieved."

INTERNATIONAL SAMPLES FAIR TO BE HELD AT TRIESTE

An exhibition, to be known as the International Samples Fair, will be held at Trieste from September 26 to October 17, under direction of the Trieste Chamber of Commerce and Industry. Application for exhibition space should be made to that body. The exhibition offers an excellent opportunity for American exporters to study industrial conditions and to learn the needs of the nations trading through Trieste.

STAVE MILL SUFFERS FIRE LOSS

Stave and lumber mills belonging to the Justice Lyons Lumber Co., at Belcher, Ky., near Pikeville, were burned on August 4th, the loss being about \$7,000, yard stocks being saved, and damage being almost entirely to the mills. The damage will be repaired as soon as new equipment can be made.

C. P. Amory, of Winchester, Va., is president, and L. S. Amory, of Messick, Va., is secretary of the York Cooperage and Lumber Co., Messick, Va., just incorporated with a capital stock of \$10,000.

NEW RATES ALARM FIR LUMBER MARKETS

A report from Seattle, Wash., is to the effect that fir lumber markets have been thoroughly disorganized by the new freight rate increase. Mills and wholesalers are frankly at a loss for a footing after higher tariffs, favoring southern pine, become law. According to the report lumber men of that section see a crisis coming.

Analysis of the new rates shows that southern pine will have the advantage to the extent of forty-five cents to \$13.37 per 1,000 feet into territory east of the Missouri River.

Conferences have been held between association officials and the carriers with a view to maintaining competitive conditions which the new rates have evidently overlooked, and it is stated that if tariffs to be filed within the next sixty days fail to permit the shipment of fir lumber into the Atlantic and other eastern sections legal action will be started.

Suggestion has been made that the mills now use the coastwise water routes to the Atlantic seaboard through the Panama canal, but up to the present the practice of eastern buyers is to purchase in carload lots only, and dealers cannot handle three-train lots which represent a normal ship's cargo.

The fir lumber market in the meantime is stationary. The railways are delivering about 30 per cent. of the necessary cars.

New business for the week of August 23d was 8 per cent. less than production, where it should, historically, be heavily over where a freight advance was in prospect.

Many manufacturers feel that the transcontinental railways, who draw a large revenue from fir lumber shipments to the East, must now inaugurate and maintain the fight before the Interstate Commerce Commission to restore competitive conditions in the eastern lumber trade by the removal of the differential given to southern pine.

NOT "CAR-SHORTAGE," BUT "CAR-IMMOBILITY" CAUSE OF TRANSPORTATION TROUBLE

The first survey of freight cars ever taken by the farmers of a State has just been completed through the Illinois Agricultural Association, Secretary D. O. Thompson, Chicago, Ill., has just announced. On the basis of this census Secretary Thompson said Illinois farmers did not believe there was a car shortage. The trouble with transportation he characterizes as "immobility," and he declared the farmers meant to find out whose fault it was.

Secretary Thompson said the association undertook its census after receiving reports from farmers over the State that they saw many cars standing idle on country tracks.

"Members of the association made daily records of the car initials and number of all cars at 494 stations located in forty-six different counties for seven consecutive days," the State Farm Bureau executive said. "Of these 494 stations, 146, or 29.5 per cent., reported some of the same cars on tracks the last day of the count as were on the track the first day of the count."

"At all stations 9,294 cars were listed the first day, and of these cars 938 had not been moved from the country point for seven consecutive days. This is just a little more than 10 per cent. of the cars at such points."

BIG CIDER CROP LOOMS AS APPLE PRICES FALL

Report from Woodbury, N. J., under date of August 14th, says: "Many apple growers of this section, who have an unprecedented yield, say they will convert all their stock into cider before they will sell at forty cents a basket, declaring they can get at least seventy-five cents' worth of cider for every basket of fruit they have. Thousands of baskets of the finest fruit are rotting on the grounds. The wholesale price has not been over forty cents this week."

IF IT IS SHOE PEGS YOU WANT—

CHICAGO, August 25, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Some discussion has been made at various meetings of the heading manufacturers as to the scarcity of shoe pegs. We, however, find a surplus of these at the present time and want some orders.

Shoe pegs are 3/8" square and 3/4" long, packed in barrels of about four bushels. If there are any wanting pegs to whom they would be worth \$12 a barrel F. O. B. Chicago, shipped either by express or freight, let them write us.

Yours truly,

J. D. HOLLINGSHEAD CO.,
A. L. POESSEL, Secretary.

WANTS IN COOPERAGE LINES

The Thornley Bros. Company, Marietta, Ohio, is always in the market for staves, hoops and heading for apple barrels.

J. D. Hollingshead Co., 208 S. La Salle St., Chicago, Ill., is in the market to buy, for prompt or deferred shipments, wine and oil barrel heading up to 50,000 sets. B. & D. Saw Mill Company, Higden, Ark., is in the market for a tight barrel stave saw and equalizer, and a Gibbs lister. Would prefer second-hand machines, but equipment must be good.

WANTS WINE AND OLIVE OIL BARREL STAVES AND HEADING

NEW YORK, August 5, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

As subscribers to your valued publication, we take the liberty of addressing you, with a view to locating a possible source of supply for staves and heading as described below.

A. Complete Sets of Staves and Heading for Wine Barrels

Staves to be cylindrically sawn. Heading flat sawn. Both staves and heading to be KDJ, prime white oak, free of all defects and sap.

Item 1. Staves 5/8 x 20"—51" to the set; heading 5/8 x 13" square.

Item 2. Staves 5/8 x 24"—61" to the set; heading 5/8 x 16" square.

Item 3. Staves 3/4 x 32"—75" to the set; heading 3/4 x 19" square.

Item 4. Staves 3/8 x 38"—97" to the set; heading 3/8 x 23" square.

B. Complete Sets of Staves and Heading for Olive Oil

Staves to be cylindrically sawn. Heading flat sawn. Both staves and heading to be KDJ, prime red oak, bright sap, no defect.

Item 5. Staves 5/8 x 20"—51" to the set; heading 5/8 x 13" square.

Item 6. Staves 5/8 x 24"—61" to the set; heading 5/8 x 16" square.

Item 7. Staves 3/4 x 32"—75" to the set; heading 3/4 x 19" square.

Item 8. Staves 3/8 x 38"—97" to the set; heading 3/8 x 23" square.

C. Complete Sets of Staves and Heading for Wine

Staves and heading to be flat sawn, edges straight sawn, KD or perfectly AD prime white oak, free of all defects and sap.

Item 9. Staves 1 1/4 x 46"—140" to the set; one heading 1 1/4 x 38" square, the other heading 1 1/4 x 35" square.

D. Complete Sets of Staves and Heading for Olive Oil

Staves and heading to be flat sawn, edges straight sawn, KD or perfectly AD prime red oak, bright sap, no defect.

Item 10. Staves 1 1/4 x 46"—140" to the set; one heading 1 1/4 x 38" square, the other heading 1 1/4 x 35" square.

In view of the large quantity of staves and heading desired, we believe that the matter will be of interest and value to the trade generally, and although we have sent out a number of inquiries, we cannot hope to reach the entire trade except through the JOURNAL; hence our appeal.

Permit us to make the following explanatory remarks regarding the stock required:

We are negotiating with one of our good customers regarding a proposition for an annual supply of 40,000 to 70,000 barrels of the stock dimensions and qualities given above. The quotations covering the desired staves and headings, if possible, should be f.o.b. New York, and should include export stenciling and banding. The sets of staves and heading are to be securely banded with strong wire. It is optional whether the heading is banded with wire or securely strapped with band iron.

Both staves and heading are to be stencilled with any mark which we may designate.

We are in a position to place a trial order for 4,000 to 5,000 sets of staves and heading of the four varieties mentioned. It is, of course, unnecessary for any one concern to quote us on all of the specifications. We would be quite prepared to purchase the various items from various manufacturers.

We thank you for your co-operation, and await communication for all such of the JOURNAL's stave and heading manufacturer friends as are in position to quote on the stock desired. Address 82 Wall Street.

Yours very truly,

BENCOR LUMBER COMPANY, INC.,
By I. HERZ, Vice-President.

Cleveland Cooperage Trade Sees Big Season as More Buyers Enter Market

Approach of the fall season finds the barrel and associated interests in the cooperage industry in the northern Ohio territory in a more optimistic mood than for many months past. It is well that they should be so, for the cooperage trade may be said to be the only one, with mighty few exceptions, which has not felt a slump noted in other lines of trade in this territory.

Everybody that uses barrels now is in the market. This includes the entire trade in this section and a good percentage of the trade in other parts of the country where they cannot be supplied, seemingly, as readily as they can in this locality. In fact, Cleveland cooperage interests are shipping to more distant points today than at any time in the history of the barrel manufacturing business.

Big Increase in Cider, Vinegar and Syrup Barrel Demand Over Previous Years

A more than comfortable volume of tight cooperage business has come to this market in the last few weeks. The cider, vinegar and syrup trades have had an especially favorable influence upon this branch of the trade, and a big increase in this demand itself is looked for over previous years. All foodstuffs shippers, with the exception of meat packers, are heavier buyers in the last few weeks. Oil, paint and varnish manufacturers, aware of the tremendous demand early last spring upon their products, apparently are anticipating next season's requirements and are ordering their cooperage ahead of time. Larger demand also is noted for grease, chemicals and alcohol. Lowered export outlet is believed to have a temporary influence upon the meat packers, and for this reason the lighter inquiry for barrels is noted. All shippers look forward to an increase in exports later on, and are preparing accordingly.

Slack Barrel Demand Makes Big Order Booking

In slack cooperage lines the improvement is likewise reflected. This year the fruit crops, particularly in the central west territory, will be bigger than for many years past. Hence the demand for slack cooperage is above normal. A good deal of the apple and similar barrel demand has already been coming forward and a considerable bulk of this barrel business has been booked. The vegetable demand has been slower this year than usual, on account of backward weather, which has prevented early ripening of the produce. This production now is beginning to be ready for shipment, and the barrel demand for it is growing apace.

Stock Supply vs. Barrel Demand

Throughout the trade there is a fear that there will not be enough material to meet the growing demand for barrels. While shipping conditions of finished product out of Cleveland has been improving, shipments of material from the South have been slowing down gradually, until only an insignificant portion of the supplies needed for this district are finding their way here. Most plants in this section, therefore, are depending already upon surplus stocks, which had been previously augmented to meet just such an emergency. Under these conditions there is no hint that barrel prices will react. In fact, the tendency on new material that does find its way here is higher, and a new price schedule on both tight and slack cooperage is anticipated by makers here as old and lower priced material becomes exhausted.

The Cleveland Cooperage Company is about to place contracts for new drying kilns which, when in full operation, are expected to double the present drying capacity. Initial operations in this new part of the plant are expected for about the first of December. A better production of barrels through the winter is anticipated, according to C. C. Berry, secretary. Meanwhile a goodly bulk of business at this establishment is inspired by the bigger output of cider, vinegar, oil and syrup. As with other barrel manufacturers, the Cleveland Cooperage Company is hustling up production in order to make maximum shipments before freight rates are raised, giving customers the present advantage.

At the Greif Brothers Cooperage Company the early fruit and vegetable shipments are reflected in almost daily increase in barrel demand to meet it. Volume of business to be booked at this plant from present indications will be far above normal, largely because of the influx of new business from distant points into this territory. Where formerly a shipment of 100 miles radius from Cleveland was considered a far point, it is now quite common to make shipments as far away as 300 miles, says H. C. Coyle, secretary. The Greif plant recently made a shipment to New York City.

Memphis Reports Production Improved But Cars Still Scarce

Some of the cooperage folks have been away on their vacation trips in August, but for the most part mills and offices are very active, production of stock a little better, cars still scarce and demand for staves, hoops and heading good. There are occasional fluctuations and a stronger or weaker undertone is possible any time, but it is generally the former that will be felt in view of the high price of labor, stumpage, general demand and wholesome business conditions.

Quality Stock Enters Largely Into the Price Question

The quality of the product is entering into the price question a good deal. The urgency of the buyer cuts some figure. Some figures on the slack cooperage market are interesting, though a few weeks may see changes here. No. 1 staves are quoted at \$40. No. 2 staves at \$27. Fruit staves are bringing \$30 to \$32. Six-foot hoops are bringing \$70. No. 1, 1 1/2" heading, 27c; No. 1, 1 1/2" heading, 30c. Flour barrels \$1.50. Second-hand barrels 90c.

Good Export Demand

Max Fleischer, Memphis stave exporter, has been on a trip North. Mr. Fleischer reports good export demand in claret staves.

Secretary Kraft Calls on Memphis

Secretary Kraft, of The Associated Cooperage Industries of America St. Louis office, was in Memphis on August 18th for a few hours while on his way to the Southern producing territory. He was optimistic as to trade and was busy calling on a number of his Association friends who happened to be at home in the downtown district.

All Times Are "Booking" Times for Ray

Ray Ulrey, of the Grismore-Hyman Co., returned this week from a stay of several days in northern Indiana and Ohio, the former his native heath, so of course he had a fine time. While primarily on a needed vacation trip he met several good customers and booked quite a few orders for a holiday excursion, and since he has come back is busy as can be in the many details of their large slack cooperage and lumber business.

C. H. Wright Reports Good August Demand for All Kinds of Cooperage Stock

Alva Teachout, of J. C. Penoyer Co's Memphis office, is in Mississippi at this writing calling on country mills. C. H. Wright is at the Memphis desk and reports August demand good for all classes of cooperage, slack and tight, but with car shortage still apparent at many points.

Memphis Delegation Will Attend Hoo Hoo Annual

Memphis will send a big delegation to the Hoo Hoo annual at St. Louis in September, as she did years ago in the St. Louis World's Fair times, when a large and enthusiastic membership obtained in Tennessee and other Southern States as it does today. The order of the Black Cat is anything but decadent.

Tennessee Hoop Company Reports Hoop Trade Brisk

The Tennessee Hoop Co. in North Memphis report that they are running steadily and find hoop trade brisk. They look for no let-up between now and the Christmas holidays.

No Cause Now for Complaints as to Trade Conditions, Says George Markham

George Markham, of the Memphis Stave Co., on Hennings Island, in North Memphis, made a similar report. Mr. Markham said: "It is no trouble to sell stock; it is some trouble to get it properly manufactured, but we are running about normal capacity and have been for several weeks past. Prices are good and demand is good. There is no cause for complaint on trade conditions now."

Moore & McFerren, in North Memphis, suffered a fire loss of about \$50,000 at their lumber and timber establishment a few days ago.

Death of Judge John E. McCall

Judge John E. McCall, U. S. District Court Judge at Memphis, died August 8th at the home of his daughter, Mrs. Marshall Priest, at Huntington, from acute gastritis. Judge McCall was a former member of Congress, former Internal Revenue Collector of Tennessee, and had been on the bench since 1904 or thereabouts. His decisions on the lumber open competition plan, on the electric street railroad fares cases, pending at the time of his death, and in other notable business lawsuits, attracted wide attention from the bar and the public. Judge McCall was a much-honored man.

ST. LOUIS COOPERAGE STOCK MARKET

The following price quotations covering the St. Louis slack stock markets, and received August 20, are f. o. b. mills:

No. 1, 2 1/2-in. elm staves.....	\$40.00
No. 1, 2 1/2-in. gum staves.....	38.00
No. 1, 2 1/2-in. cottonwood staves.....	39.00
No. 1, 30-in. elm staves.....	40.00
No. 1, 30-in. ash staves.....	52.00
No. 1, 24-in. mixed timber staves.....	31.00
No. 2, 2 1/2-in. gum staves.....	30.00
No. 2, 29-in. ash staves.....	25.00
No. 2, 30-in. ash staves.....	25.00
No. 2, 30-in. gum staves.....	27.00
No. 2, 30-in. elm staves.....	27.50
No. 2, 23 1/2-in. mixed timber staves.....	17.00
M. R. 2 1/2-in. (6-2 in.) fruit bbl.....	30.00
M. R. 30-in. gum staves.....	34.00
M. R. 34-in. M. T. staves.....	40.00
3-ft. 8-in. coiled elm hoops.....	30.00
4-ft. coiled elm hoops.....	30.00
4-ft. 4-in. coiled elm hoops.....	34.00
5-ft. coiled elm hoops.....	45.00
5-ft. 6-in. coiled elm hoops.....	70.00
6-ft. coiled elm hoops.....	70.00
6-ft. 6-in. coiled elm hoops.....	71.50
6-ft. 9-in. coiled elm hoops.....	72.00
M. R. 1 1/2-in. gum heading.....	25c.
No. 1, 1 1/2-in. gum (flour bbl.) heading.....	30c.
No. 1, 1 1/2-in. gum heading.....	32c.
No. 2, 1 1/2-in. gum heading.....	20c.
M. R. 1 1/2-in. gum heading.....	25c.
No. 1, 1 1/2-in. gum heading.....	27 1/2c.
No. 2, 1 1/2-in. gum heading.....	20c.

CHICAGO STOCK AND BARREL MARKET

The following price quotations on slack stock and barrels, received August 20, approximates the general market at this time, even though "some may be a little high and others a little low," according to the JOURNAL's correspondent:

No. 1, 2 1/2-in. elm staves.....	\$41.00
No. 1, 2 1/2-in. gum staves.....	40.00
No. 1, 2 1/2-in. cottonwood staves.....	41.00
No. 1, 2 1/2-in. sycamore staves.....	40.00
No. 1, 30-in. elm staves.....	41.00
No. 1, 30-in. ash staves.....	52.00
No. 1, 29-in. ash staves.....	52.00
No. 2, 2 1/2-in. elm staves.....	26.00
No. 2, 2 1/2-in. cottonwood staves.....	25.00
No. 2, 29-in. ash staves.....	24.00
No. 2, 30-in. ash staves.....	24.00
No. 2, 30-in. gum staves.....	25.00
No. 2, 30-in. elm staves.....	25.00
M. R. 2 1/2-in. (6-2 in.) fruit barrels.....	30.00
M. R. 30-in. gum staves.....	36.00
M. R. 34-in. M. T. staves.....	38.00
3-ft. 8-in. coiled elm hoops.....	32.00
4-ft. coiled elm hoops.....	32.00
4-ft. 4-in. coiled elm hoops.....	33.00
5-ft. coiled elm hoops.....	40.00
5-ft. 6-in. coiled elm hoops.....	67.50
6-ft. coiled elm hoops.....	69.00
6-ft. 6-in. coiled elm hoops.....	70.00
6-ft. 9-in. coiled elm hoops.....	71.00
M. R. 1 1/2-in. gum heading.....	23c.
No. 1, 1 1/2-in. gum (flour barrel) heading.....	26c.
No. 2, 1 1/2-in. gum heading.....	17c.

Slack Barrel Market, New

No. 2 apple barrels, wood hoops.....	\$1.50
No. 2 apple barrels, M. R., wood hoops.....	1.60
No. 2 apple barrels, wire or steel hoops.....	1.40
No. 2 apple barrels, M. R., wire or steel hoops.....	1.50
Sugar and flour barrels.....	\$1.80 and up
No. 2 sugar barrel size.....	\$1.50

International Apple Shippers in Silver Anniversary Convention—Report of Container Committee of Vast Importance to Cooperage and Cooperage Stock Manufacturers

The silver anniversary convention of the International Apple Shippers' Association, which was held at the Hotel Sherman, Chicago, August 11th to 13th, inclusive, with a registration far exceeding 800, surpassed all former meetings of the association ever held. The visiting apple men began to arrive in Chicago as early as Saturday, August 7th, and by Sunday the lobby of the Sherman had taken on the convention aspect, while by Tuesday night, August 10th, when the official reception tendered the visitors by the Chicago trade occurred, there was about as representative a gathering of fruit merchants as the trade has ever seen.

While every session of the apple convention was replete with valuable addresses bearing upon matters of importance to the welfare of the apple shippers as a body and of the trade as a whole, and touched fully upon all of the splendid work already done by the association in caring for the interests of its membership, as well as outlining its future activities towards increasing and extending the influence and protective character of the body, the main and vital point of interest in the International Shippers' silver anniversary convention, so far as the cooperage and cooperage stock manufacturers are concerned, was the report of the association's Container Committee, of which C. W. Kimball is chairman. This report, which follows, can be read with special satisfaction by the cooperage trade, as it is conclusive proof of the existing co-operative spirit not only well alive, but really active on both sides of the house, and with gratifying encouragement as to the future of the wooden barrel in the apple trade.

Why Barrels Are High—Report of Container Committee of Unusual Importance

To the President and Members of the International Apple Shippers' Association:

During past seasons all problems confronting this industry have been accepted and solved through individual and united effort, to the end that the industry at no time was seriously threatened with insurmountable obstacles. Among the problems arising annually has always been that of containers, which is primarily one of the great essentials necessary to suitable warehousing and distribution.

Barrels

From the time that apples were first harvested and distributed to the large consumptive centers, in a broad commercial way, the barrel as we know it today has been the standard for the major portion of the commodity, and it is to that style of package now that the trade looks for its greatest auxiliary in caring for the 1920 crop.

On the threshold of this season's harvest there is a shortage apparent in cooperage stock and cooperage for prompt delivery or delivery within suitable time to care for the requirements in the apple-growing sections where the use of the barrel is established. A careful study of the situation discloses the fact that this shortage can be overcome to a great extent by an energetic and close co-ordination of effort toward overcoming the three most noticeable and most potent obstacles, which are: (1) Weather conditions, (2) car supply, and (3) delay in placing orders.

The cooperage industry is laboring under abnormal conditions, caused partially by unprecedented weather during the last nine or ten months, which has in consequence affected production seriously, and, inasmuch as it requires from thirty to ninety days to produce material and put it in condition for use, it therefore seems imperative that orders covering the entire requirements for each apple-growing section where barrels are used should be placed immediately, if this has not been already done, or else the producers of cooperage stock will find themselves unable to meet the demand which will show up at the last minute.

Prices Highest Ever Known

That the car supply of railroads is inadequate is well known, and only by persistent individual efforts and supplemented by the efforts of our associations can equipment be found and movement expedited to meet the requirements necessary in delivering cooperage stock from the point of production to its destination.

Prices ruling this year for barrels are higher than ever known before, and they at first glance seem disproportionately in excess of the advanced values to which we have become accustomed in other commodities. These values, however, are based partially on the general lumber market, which, of course, is a big factor, because logs that might have gone into cooperage were taken for use in other lines. This loss of raw material to the cooperage companies, coupled with the high operating costs, have in a great measure been the reason for the general advance in all materials having to do with barrel construction.

That the matter of price per barrel when manufactured will vary somewhat in the different sections is proven by the variance in the range of prices now existing, which, of course, we understand is again a matter of supply and demand, coupled with the prevailing freight rates.

During July there has been a consistent advance in the price of manufactured barrels in practically all sections, and, while there is a variance in the value in different locations, this variance seems to be accounted for, in a measure at least, by the difference in freight rates applicable to stock when moving from point of production. And so it is that in New York State prices are higher than they are in the southern or the central districts.

Wide Difference in Cost

Our latest information enables us to name the ruling prices at present at about the following range: Pennsylvania and the sections directly south, \$1.15 to \$1.25.

Through the Central Western States, \$1.10 to \$1.40.

Western New York, \$1.50 to \$1.60.

Hudson River sections, \$1.40 to \$1.60.

Maine stands low in the matter of price of manufactured barrels, with prices there ruling \$1.05 to \$1.15 f.o.b. cars. This Maine barrel, however, differs from the customary apple package in that the material used is not so attractive, being made up of sawed staves and heads, and bound with shaved birch hoop. They will, no doubt, enter into use in other sections more generally than heretofore, by reason of their lower price, and some orders have already been placed in Maine for New York use.

Great emphasis must be laid on the fact that those conditions which have existed in the producing sections of cooperage stock have been such that production is



V. W. KRAFT, Secretary.
The Associated Cooperage Industries of America, who was on hand at the Apple Shippers' Convention, looking after the interests of the wooden barrel.

distinctly short and that stock for barrels is generally light in the producing areas. These facts, coupled with the strong inclination on the part of growers and others having to do with the harvesting of this season's crop to withhold their orders, with a view of getting their barrel supply at lower prices, has a tendency to indicate a very acute barrel shortage, if the present prospects for a large apple crop are borne out.

All these facts that have been gathered by the investigations of your committee lead us to believe that any recession in prices seems improbable, and early placing of orders seems most advisable. Bulk shipments should be heavy this year in some sections, and a considerable portion of the crop may move in that manner. Further than that, some sections will move a material portion of their harvest in baskets. These investigations, carried on by correspondence, have been as thorough as possible without making personal trips into the stock-producing sections. They have been with the leading men in the packing industry, and have been received by us with a feeling of their fairness and responsibility.

Baskets

Basket manufacturers report the situation uncertain and unsatisfactory. Bad weather and labor shortage have curtailed the tremendous output of necessary logs, and it is estimated that basket manufacturers will not be able to produce over 60 to 65 per cent. of normal output. The present price of these is \$3 per dozen in Eastern territories, and \$3.50 in Central States.

From the Central West we have the information that a stronger, heavier basket with a flat bottom is being contrived—a basket that can be used in place of a barrel or box for storage purposes. Such a basket when placed on the market is purposed to satisfy the apple shippers and growers and to provide a basket

package that will meet the requirements of storage people.

During the year, your committee has had offered for consideration other styles of containers, some of which seem feasible and worth the experiment of placing them on the market. Others seem impractical in every sense.

Among those that seemed to show best evidence of favorable reception in the large markets was the half barrel, built to conform in appearance and workmanship with that of the full barrel, and could be supplied by the cooperage companies very readily and in large quantities.

Another package was patterned after the Georgia peach crate, but made to contain exactly a half barrel in quantity, and strengthened with heads sufficiently rigid to carry the weight, and secured by five wire strappings.

New Package May Be Needed

Experience has shown that a new package of any description, one with which the distributing tradesmen of the market are acquainted, meets with little favor at first, and usually with unsatisfactory financial results to the experimenter, and yet we believe that if the conditions existing in 1920, causing concern to the industry by reason of shortage and high prices, should continue in subsequent years, it will be necessary by some method of co-operation to acquire and establish another package of less expense and equal service.

Although our business right now has to do primarily with the current year, still we should at this time give a thought to what the future holds, and we are advised that, with favorable weather during the season of the year when timber operations should be in full swing, and with an improvement in the labor situation, as well as regards the prices of logs, a more normal condition in the cooperage field may well be anticipated. It is stated that with a return of these more favorable conditions there will be no question of ability to supply the requirements for apple barrels during future years.

Before leaving the subject of cooperage and cooperage stock, your committee emphasizes again the necessity of placing orders promptly, so that the current prices for barrels and baskets may not be increased later for another reason, which is the increased cost of transportation that will necessarily follow after the inauguration by the transportation companies of the new freight increase allowed by the Interstate Commerce Commission.

Boxes

Throughout the western and northwestern districts the box situation, while to some extent uncomfortable, is not as acute and difficult as that which appertains to barrels and baskets. Some shortage in certain sections was reported earlier, but this shortage seems to be fairly well provided for. Prices that have prevailed and still prevail at the various centers show some variance, but aside from prices the conditions remain quite similar throughout the entire boxed-apple districts. A greater assurance is also given that no actual shortage will prevail at harvest time in the fact that the mills have recently been quoting little lower prices of from 1 cent to 2 cents per box. Some principal points now advise that the requirements for packages are covered fully and no apprehension whatever exists, while others report that the package situation is materially relieved and that indications show adequate supplies to be forthcoming.

Costs for the box shoos reported indicate that values range from 25 cents to 28 cents for new material generally. From these reports we note that Yakima seems to hold some favor in the matter of prices. They appear a little lower there than in the neighboring sections. While the Watsonville section, California, will require large amounts of material, it is indicated now that its needs will be provided at a cost of around 28 cents for the Northwestern package and 26½ cents for the old California type of package.

This season's range of prices for box shoos seem to be in keeping with the advanced prices in all industries during the current year, and, while seemingly high, may not really be considered out of line with values in other commodities.

The same conditions which cover the production of material, such as labor, weather and general lumber market, show clearly to have had their influence on the quantity of box shoos available and prices thereof.

This committee is very glad to report favorably upon the apple box situation generally—much more favorable than would have been the case had the report been written four weeks earlier.

Secretary Kraft Expresses Hope That There Will Be No Actual Stock or Barrel Shortage

Secretary V. W. Kraft, of The Associated Cooperage Industries of America, was on hand, and addressed the apple shippers on the barrel and stock situation. Secretary Kraft told of the unprecedented weather conditions which has interfered with the production of cooperage material, and said that other lumber interests outbid the cooperage men, thus hindering the production of stock for barrels. He expressed the hope that there would be no actual shortage and that all demands would be met by picking time.

Hollingshead's "Knocked-Down" Barrel Interests Apple Shippers

What the barrel-boasting department of J. D. Hollingshead Co., slack stock and barrel manufacturers, Chicago, is doing in the way of good work and business enterprise was again demonstrated at the Apple Shippers' convention, and how the Hollingshead knock-down barrel impresses these shippers can be gleaned from the article which appeared in the New York Product News and which says:

JAZZ

—markets existing today necessitates most careful consideration, by those who purchase Cooperage Stock, of the many factors entering into the completion of a contract in a satisfactory manner.

This same careful consideration should be given by those who are manufacturing, for the old adage of "What goes up must come down" is still in working order and changes will come—sometime.

We are not prophets and do not predict when this will happen, but we do insist on facts and truths, and the fact is, that you can eliminate certain unpleasant and perplexing factors from your business by dealing with us. This is a truth, established by years of satisfactory dealing and service.

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LARGEST HOOP MILLS SOUTH

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL"

"The scarcity of barrels for the fruit and produce trade shows promise of being somewhat lessened by the 'Barrel Service for Everyone Everywhere' campaign put on by the J. D. Hollingshead Co., Chicago, which company is engaged in the knock-down cooperage business on a large scale. The concern manufactures the stock at its mills, and carries it to the point where the barrel is ready to head up as though the barrel were to be used immediately. The manufacture is stopped at this point, the barrel is knocked down, and the staves, now completely chamfered, crozed and bent, are tied in a bundle and ready to set up as first made.

The steel hoops are headed steel 1 1/4 inches wide, rounded, flared and riveted ready to use, being the same size as regularly used, and head and bilge hoops are bundled together, about 100 hoops in a bundle. The heading is circled to size, and either left in the original bundles, or is packed in barrels the same size the buyer uses, about 25 sets going in each barrel. Nails for the head hoops are included, as are the new type of hoop keepers. The double-rim iron setting-up form, one set of three wooden hoops and hoop driver, comprise the assembling outfit.

When the shook or knock-down barrel is received, the workman removes the wire from a bundle of staves, and sets these up in the double-rim iron setting-up form. Wooden work hoops are now placed over the staves, drawing them tightly together, after which the head is placed in the barrel. The workman then puts the steel head hoop on the barrel, following with the second or bilge hoop. The barrel is now half finished, and is removed from the raising form, preparatory to repeating the same operation on the other end. The work is simple, and a man can turn out a barrel in three to six minutes.

Besides the scarcity of hoops, freight charges on set-up barrels are exorbitant, as they carry a necessarily high freight rate. The difference in freight on knock-down and complete is greater than is commonly supposed. It is estimated that 2,000 to 2,500 knock-down barrels may be loaded to a car. The limit on set-up barrels is 300 to 400.

There are several interesting sidelights in connection with this form of container. First, it is the standard barrel, known to the flour world as a 196-pound barrel, the cubic capacity of such barrels conforming to the law covering standardized capacity, representing as nearly as possible 7.056 cubic inches. The diameter of the heading is 17 1/4 inches, distance between heads 26 inches, and the circumference of the bilge, outside measurements, 64 inches. Such barrels are known as standard barrels, and can be used in packing fruit, potatoes, flour, meal, grits, hominy and general merchandise.

The consumer using such barrels can stock a car in the fall or spring, according to his dullest season, and the barrels can be made up far in advance of consumption if there is storage space. At least enough barrels can be made up, so that the barrel setters can keep ahead of consumption.

In the big apple districts that have no facilities for cheap cooperage, one large apple shipper could make all of his own barrels, as well as for neighbor, flour mill and general consumers, building up a nice cooperage business which would be of considerable advantage to him in dull periods in his own business."

New Officers Elected

The new officers elected by the International Apple Shippers' Association at Chicago were: President, E. T. Butterworth, Philadelphia; vice-president, D. N. Minick, Chambersburg, Pa.; treasurer, George W. Davison, New Orleans; secretary, R. G. Phillips, Rochester, N. Y. Executive Committee—Will Wagner, Chicago; Wayne French, New York; Joseph Castellini, Cincinnati; E. H. Neustadt, Milwaukee; E. W. J. Hearty, Boston.

The Banquet a Splendid Affair

More than 500 apple men enjoyed the banquet held Thursday night, August 12th, an excellent vaudeville program being offered. During the banquet Mr. Hearty made a brief speech, in which he commended the excellent work done by Mr. French, former president of the association, and then presented a handsome watch to the retiring executive as a token of appreciation from the men for whom he has done such effective work. Mr. French was so taken by surprise and was so overcome by emotion that he could only stammer a few words of thanks. The incident was quite affecting.

The announcement was made at the close of the convention that the membership of the association, including those who had joined during the convention, was 845. This is by far the highest ever reached.

WILL BUILD STAVE PLANT

The Mathews-Gillstrap Stave and Lumber Co., Hot Springs, Ark., are planning to build a stave mill at Winnfield, La. A suitable timber supply is now being sought by the company.

HEADING COMPANY ORGANIZES

Frank, Flake, and W. S. Farley are the three progressives who are interested in the Opelika Heading Co., organized at Opelika, Ala., with a capital stock of \$25,000. The Opelika Heading Company manufactures slack heading.



MONUMENT TO THE "YORK IMPERIAL" APPLE

One of the most interesting and impressive events participated in by the Pennsylvania Horticultural Association on its annual inspection tour, was the dedication at York, Pa., on August 18th, of the monument erected by the Association to the York Imperial apple, which apple the State Horticultural Association found, after a careful search, was propagated and first grown by Mr. Jonathan Jessop over a hundred years ago on the Springwood farms, then owned by Mr. Jessop and now owned by Mr. John C. Schmidt, who was host at the dedication exercises. A full report of the dedication appeared in the York Gazette and Daily as follows:

"The dedication of the monument erected by the State Horticultural Association to the York Imperial apple, on the John C. Schmidt farm, three miles south of York, was attended by officials of the State agricultural department, officials and members of the State Horticultural Association, the Lancaster County Fruit Growers' Association, and fruit growers from Virginia, West Virginia, New Jersey and Maryland, and from all sections of the county. Addresses were made by Lieutenant Governor F. E. Beidleman, Secretary of Agriculture Fred Rasmussen, R. S. Fenstermacher, president of the State Horticultural Association; Dr. S. W. Fletcher, State College; J. C. Schmidt, York; Stewart Bell, Virginia; Jonathan Jessop, York, and C. J. Tyson, Floradale, Adams County.

"About 100 members of the State Horticultural Association and 60 members of the Lancaster County Fruit Growers' Association, with the State officials and prominent residents of York and vicinity were entertained at luncheon by Mr. Schmidt on the grounds of Springwood Farms, where tables were spread with a sumptuous repast, served by caterers at 12 o'clock. About 200 guests were present at the luncheon.

"After the luncheon the party repaired to the monument, at the intersection of the State road and the



JOHN C. SCHMIDT, York, Pa.
Owner of the Springwood Farms.

Baltimore pike, in York township, where about 300 persons participated in the exercises.

"The York County Fruit Growers' Association was well represented, members being present from Manchester, Stewartstown, Delta, Jefferson, Spring Grove, Hanover, Menges Mills, Stony Brook and York.

"The monument, which is constructed of native limestone, is eight feet in height and four feet square, with a bronze tablet facing the junction of three roads. The tablet bears the inscription: 'The York Imperial apple was first propagated about 1820 in this field by Jonathan Jessop. It is the most widely known variety of Pennsylvania origin and has contributed largely to the horticultural prosperity of the State. A tribute by the State Horticultural Association of Pennsylvania.'

Draped with Apple Branches

"The monument was draped with branches of the York Imperial apple, well laden with green fruit.

"R. S. Fenstermacher opened the exercises by extending thanks to Mr. Schmidt for the occasion and entertainment. In tribute to Jonathan Jessop he said in part:

"Mr. Jessop builded wiser than he knew. The man behind the gun is the one who brings results. While the York Imperial is not a high grade apple, it is distinct in its locality. People will have to be gotten back to the habit of eating apples, which will be very easy if raised in amounts warranted by our climate and soil."

"Mr. Fenstermacher then introduced Lieutenant Governor Beidleman.

"In his talk Mr. Beidleman said:

"The dedication of the monument suggests the Gettysburg battlefield, not only in appearance, but in the sense that it marks a great epoch in the history of the State. The seedling planted here by Jonathan Jessop shows that people who have found small things and developed them have been the ones who have stood first in affairs of the whole world. The owner of a good orchard needs good roads for the marketing and transportation of the product. The difference between the Wrightsville pike and the State road, just completed, leading to this place, was very marked. The belief of the people of Pennsylvania is in sound, substantial improvement of highways. If the railroads and highways were closed to traffic for thirty days, the people of the State would starve. Mr. Jessop saw the value of the apple in its keeping qualities, and the good of the country in its promise of the future."

"That the agriculture of Pennsylvania does not need additional land under cultivation, but a better and more intensive utilization of the land already used in agriculture, was the declaration of Secretary Frederick Rasmussen, of the Pennsylvania Department of Agriculture, in paying a tribute to the York Imperial apple and the men who developed it. The secretary declared that with a better use of our farming lands, Pennsylvania can add greatly to the total food supply of the world and the agricultural wealth of the State.

Development of the Variety

"The development of the York Imperial apple and its introduction into the orchards of this and other States is an example of getting the proper combination of the man, the tree, the soil and the climate together. The characteristics which have been blended in the York Imperial apple have the rare combination which produces an apple of splendid keeping qualities, retaining its fine flavor when grown in the soil and climate of Southern Pennsylvania, Maryland, Virginia and sections of the Middle West, where it has become a standard variety. This apple, where grown, has added to the wealth and prosperity of the community. Thousands of acres, many of which were not adapted to general field crops and which gave but a meagre return for labor expended, have, by being turned into orchards, added greatly to the resources and profits of the owners. Land formerly growing from 15 to 20 bushels of wheat to the acre, rated at \$75 to \$90 per acre in value, today covered with bearing orchards, is valued as high as \$800 to \$1,000 per acre. Pasture lands and hillsides never before brought into cultivation have returned bountifully of this splendid fruit."

"Mr. Schmidt, in a brief address, greeted the State Horticultural Society, the guests from Virginia, West Virginia and Lancaster, Adams and York Counties, 'who honor us and the founder of the York Imperial apple by their presence. The fact of honoring a man 100 years after his work is an event in history.' A tribute was paid to his grandson, Jonathan Jessop, 3rd, who was introduced by Mr. Schmidt.

"In his talk Mr. Jessop said in part:

"This occasion would be most pleasing to my grandfather, could he be present. He took so great an interest in the culture of the apple that his nurseries were overstocked, which led to his giving them to neigh-

bors and friends, thus aiding in the spread of the variety in the community.

"Stewart Bell, Virginia, complimented Mr. Schmidt on the possession and condition of the orchard, stating that the apple had a wonderful beginning in the county.

The Stability of the Apple Can Be Depended Upon to Fill the Barrel

"Mr. Fletcher in his talk said: 'The dedication of the monument is a memorial to its promise of the future, as well as its prominence in the past. The stability of the apple can be depended on to fill the barrel. From a commercial stand three per cent. of the product of the State is yielded in York County. In the four neighboring counties, Adams, Franklin, Cumberland and York, about 18,000 acres are planted in orchards. The York Imperial has brought comfort to many homes by lifting the mortgage, installing the conveniences and sending the boy to college.'

"C. J. Tyson, Floradale, spoke on the values of the York Imperial, pointing out the fact that away from its native soil it has aroused jealousy by crowding from the market other varieties.

"At the close of the exercises, President Fenstermacher called for a vote of thanks to the host of the occasion, J. C. Schmidt, which was given in three cheers by the assemblage."

MR. SCHMIDT HAS HIS BARREL SUPPLY ALL READY—SAYS JOURNAL IS OF GREAT INTEREST TO APPLE MEN

SPRINGWOOD FARMS
YORK, PA.

August 23, 1920.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In further reply to your letter of August 20th, and supplementing the reply of my secretary, want to say that I am afraid that we rather missed the romantic side of the apple monument dedication entirely, but in the address of Mr. Jonathan Jessop, the namesake and grandson of the original Jonathan Jessop, the York Imperial propagator, we learned that the original Mr. Jessop was very much discouraged in the lack of having an early market for this delicious fruit, and, having so many young trees unsold, he threw them by the roadside and invited the general public to come and take the trees without cost. By this act he did a greater service than he knew, as it added to the number of growing trees much more rapidly than if they had been sold in the small way such as would be expected from a gentleman orchardist and nurseryman.

When Doctor Fletcher, professor of horticulture at State College, in his remarks at the dedication stated that in a review now being made on the orchards of Pennsylvania it was shown that one-third of the Pennsylvania apple trees are of this variety, the York Imperial, and the fact that after one hundred years a variety of apples should continue and fill such a large place in the attention of orchardists and fruit growers as does the York Imperial, it shows the great value of the fruit.

I note what you say about the "Wooden Barrel and the Apple," and the 1,200 barrels that I expect to use for my packing this year are already in stock on my farm, and have been for several months. As to the Journal, this is a remarkably interesting paper, and one that is of great interest to apple men.

Again thanking you for your letter, I am
Very truly yours,

SPRINGWOOD FARMS,
JOHN C. SCHMIDT, Prop.

APPLE BARRELS ARE SCARCE

Apple, potato and grape growers of New York State are much perturbed over the prospects of insufficient cars to market their promising crops this year, according to L. A. Withington, produce broker, of New York City, who has just finished a trip through New York State. Mr. Withington said he found growers complaining that it is discouraging to grow crops, have fine yields and then be unable to find transportation to the markets for the crops.

Concerning apples, Mr. Withington said that already growers have begun to prop their trees to prevent their limbs from breaking from the weight of the fruit. The fruit is clean and the only question is getting barrels in which to pack. Barrels are selling at \$1.50 each and are not plentiful even at that price. He thinks large quantities of even good apples will have to be shipped in bulk to save them because the barrels could not be secured. Many growers are contemplating the use of baskets.

He said that despite the assurance of the New York Central road of plenty of cars to move the apples, growers were still skeptical. They are also grumbling about the proposed increase in freight rates. It looks to Mr.

Withington as though the production of cider in the State would exceed any year for a long time.

APPLE GROWERS INTERESTED IN BETTER STORAGE HOUSES

Many inquiries regarding the construction of storage houses for apples are being received by the United States Department of Agriculture. The Bureau of Markets has made a careful study of this subject, and drawings have been prepared showing the general arrangement and essential details for the construction of common or ventilated storage houses. By writing the Bureau of Markets apple growers and associations interested can secure full details regarding methods and costs of construction, the selection of construction materials, and advice with regard to the purchase of grading and other machinery used in packing houses usually constructed in conjunction with storage houses.

Faulty Construction

The failure of the common storage houses built years ago was due to faulty construction and insufficient ventilation, state the bureau's experts. The walls were rarely constructed tight enough to keep out moisture and rain, and the insulation was composed of so-called "dead air spaces," which were inefficient, or was of sawdust, which became wet and therefore useless. The result was that in many sections these houses fell into disuse as the apples spoiled in them.

In the last two or three years, however, many growers have become interested in providing themselves with efficient common storage houses constructed and operated to hold fruit in good condition for several months. This is particularly so in the Pacific Northwest, where the growers are organized into associations and have community packing and storage houses. They are thereby enabled not only to market the fruit at a convenient time, but when marketing conditions are favorable. Practically half the apples stored in Washington and Idaho for marketing in winter and early spring are held in common storage houses. Indeed, say the bureau's experts, if it had not been for common storage houses the apple growers in the Northwest would never have been able to keep pace with the increased production during the past few years, for it would have been financially impossible for them to construct adequate cold storage houses.

Storage House Important

These advantages also obtain for the individual grower who erects a storage house. In addition, it is a fact that growers are often unable to get sufficient help to grade and pack apples during the regular harvesting season. By being able to store fruit immediately, grading and packing can be done at a later and more convenient time. Another factor is the cooling and storing of apples, which growers have come to appreciate protect the keeping qualities of the fruit. In the old days apples were permitted to remain in the orchards for weeks at a time before storing; sometimes with disastrous results.

The cheapest form of construction of ventilated storage houses in many sections is the wooden type, according to the bureau's marketing specialists. The house recommended provides insulation which has been found to give the required degree of protection against extremes of temperature. Waterproof paper is used to protect the insulation from moisture and virtually forms an envelope around the contents of the house. Ventilators are placed so that air can be circulated through every part of the structure and provided with insulated doors that can be tightly closed during the warm part of the day and opened at night.

WOOD vs. STEEL BARRELS

In sending the JOURNAL report of the fire sustained by the city light and power department of Winnipeg, Man., our correspondent comments as follows: "Relative to the fire, I just wish to say that if instead of steel barrels the packages used had been wooden ones, there would not have been such a fire, and the city would not have been in darkness. I once visited an oil plant after it had been burned to the ground, and saw wooden barrels full of oil and gasoline half burned. They just pumped the oil and gasoline out into good barrels and shipped them."

\$25,000 Fire Damage

Fire which broke out Monday afternoon, August 24, at the generating station of the city light and power department, Winnipeg, Man., caused damage estimated at \$25,000, according to a statement issued promptly by J. G. Glasco, superintendent of the department.

Mr. Glasco's statement is as follows: "At 3.35 P. M., Monday, fire broke out at the generating station, which caused a five-hour interruption to the hydroelectric service from the municipal plant.

"The fire presumably started in a barrel of grease which became ignited and which spread to some steel drums containing oil. The intensity of the heat caused these steel drums to explode, the oil then becoming ignited and creating a very hot fire which produced as well an immense amount of smoke. The fire was confined to the extreme west end of the present building, adjacent to where the new extension is being made. Evidence points to the grease having become ignited through coming in contact with some hot rivets, the steel riveters having made connection with the floor beam between the old and the new extension a few minutes previous to the outbreak of the fire. This steel joint is located at the point immediately above the place where the grease was stored."

Tight Cooperage Stock Wanted

Always in the market for
White Oak, Red Oak,
Ash and Gum Staves
and Heading,
For Lard and Oil Tierces,
and Pork Barrels.

We also buy Slack Cooperage Stock

Quotations Solicited

Swift & Company

Cooperage Department
South St. Joseph, Mo.

THE LATEST IMPROVED
"TREVOR"
Stave and Heading
Machinery
IS BUILT BY
TREVOR MFG. CO.
LOCKPORT, N. Y.



On Stock
for immediate shipment
1-20 in. "Trevor" Heading Planer
1-24 in. " " " "
SUBJECT TO PRIOR SALE

A full line of the latest improved
cooperage stock machines

TREVOR MFG. CO., Lockport, N. Y.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

WITH THE BUFFALO TRADE

All kinds of barrels are scarce and selling at almost unheard-of prices. The quotation on apple barrels recently has been \$1.50, and some country coopers are said to be asking \$1.65, owing to the extreme shortage of stock. Few barrels are being made up this year, because of the unusually high prices prevailing. Some coopers are predicting that the top has not yet been reached and that barrels will be selling in the apple trade within a month or two for \$2 each. That doesn't sound reasonable to the apple growers, who say they cannot afford to pay such prices.

Baskets Not as Satisfactory as Barrels for Apples

As a result of the high prices on barrels, more use of bushel baskets is being made this year. Such baskets are said to be selling at 37½¢ each. The baskets are about as short as barrels. They are not by any means as satisfactory packages as barrels, particularly when the apples are to be stored, and a good deal of rotted fruit is to be expected within a short time when the former are used.

Over in Canada the barrel and basket situation is equally serious. The shortage is said to have reached an acute stage. In the latest issue of the Dominion Fruit and Vegetable Crop Bulletin it is stated:

Apple Growers Let Other Barrel Users Get Ahead of Them with Barrel Orders

"With every prospect of large crops of both plums and peaches, the situation is even more difficult. Factories are doing their best to turn out baskets, but the shortage of apple barrels is blamed upon new business offered to mill men and coopers by breweries. Growers who have not secured contracts for barrels are being warned to plan for winter storage of their fruit."

Second-Hand Barrel Demand Is Heavy

A heavy demand exists for second-hand barrels in both tight and slack departments. Many barrels are wanted in the cider and vinegar trade, and suitable barrels, many of which formerly held whiskey, are quoted at \$4. In slack barrel lines prices are also unusually high. It is reported that second-hand sugar barrels are selling up to \$1.40 in New York, but second-hand dealers in this city say that they have not realized any such figures. They are selling such barrels for \$1 or less, but expect prices to go higher soon. Joseph Bogner, of 94 Kingsley Street, one of the city's largest dealers, reports a strong demand for barrels of all kinds and anticipates a strong market for the remainder of the fruit season.

The Cooperage Stock Market

Quotations on cooperage stock are now as follows:
No. 1 30-inch elm staves.....\$40-\$45 per M
No. 2 30-inch elm staves.....\$25-\$28 "
No. 1, 30-inch gum staves.....\$35-\$40 "
No. 1, 28½-inch elm staves.....\$40-\$45 "
No. 1, 28½-inch gum staves.....\$37-\$40 "
No. 2, 28½-inch gum staves.....\$28-\$30 "
Mill-run, 28½-inch gum staves, fruit.....\$32-\$36 "
No. 1, 19½-inch basswood heading.....28c-31c per set
No. 1, 19½-inch gum heading.....27c-30c "
No. 1, 17½-inch basswood heading.....26c-27c "
No. 1, 17½-inch gum heading.....25c "
Six-foot hoops; six-foot-nine hoops.....\$70-\$75 per M
A big run would be made on wire hoops, if they were to be had, but in addition to a stiff advance in prices on them the supplies are very difficult to obtain for early delivery.

Flour Barrel Demand Not Strong

The flour barrel demand is not strong, and millers say they are getting a very limited demand for flour. The recent drop in prices has frightened away most buyers, as is natural when a break of \$2 occurs with little or no warning. Coopers find it hard work keeping the mills supplied with barrels, even though orders are not large.

Now and Then

A Batavia paper relates the fact that twenty years ago old barrels were selling in that town for ten cents each, and now new ones bring \$1.50. If this upward trend had been foreseen, how easy it would have been to get rich by storing empty barrels!

Labor Situation Unsatisfactory

The labor situation is unsatisfactory and cooperage employees are not at all plentiful. The second-hand coopers and large barrel-using plants which have steady work are able to outbid the regular cooperage shops, whose activities are by fits and starts.

The Niagara Falls authorities have placed a ban on further attempts to go over the cataract in a barrel. "Bobby" Leach has announced that he intends to make the trip some time this month, repeating the performance which he made some years ago. He will use a steel barrel, if he manages to elude the authorities and carries out his resolution.

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., is spending a vacation at Pytonga Lake, a famous hunting and fishing preserve in the wilds of Canada, where he will doubtless gain new laurels as a fisherman.

W. G. Pennypacker, Jr., reports the slack cooperage market as unusually unsettled, with prices too high for many of the country coopers to pay. Higher freight rates are still further complicating matters.

Jackson & Tindle state that cooperage stocks are scarce everywhere and the rail movement is much delayed. Buying has not been extensive, in spite of the heavy apple crop.

TO RESTORE THEBES ROUTE

J. H. Townshend, secretary-manager of the Southern Hardwood Traffic Association, announces that the Frisco system and the Chicago & Eastern Illinois Railroad have "agreed to restore the route via Thebes, Ill., and also to reinstate any tariffs that were recently cancelled." The association entered vigorous protest against the action of these roads in withdrawing tariffs covering the movement of hardwood lumber and forest products via the Thebes gateway, and the foregoing agreement is the result.

The association is very much opposed to increase in demurrage rates to \$5 per day as proposed by the carriers, and also to changes in the average agreement basis by which cars will be able to earn only three days' credit instead of four. It says in this connection: "It is the consensus of opinion of shippers that additional penalties should not now be inaugurated, at least until there is some betterment in the service the railroads themselves are rendering." The association is in receipt of information from a reliable source that prospects point to the receipt of only about one-third of the requirements of shippers of hardwood lumber and forest products for a practically indefinite period. It states that there has been no improvement in transportation as affecting the hardwood lumber industry, and that conditions from a transportation standpoint are anything but encouraging. It points out, too, that if shippers are to receive 33½ per cent. of their requirements, the cars are yet to be provided, for the reason that they are not now available for distribution even on this low basis.

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CEDAR SPRINGS, MICHIGAN
ST. JOSEPH, MISSOURI
MEMPHIS, TENNESSEE
MOBILE, ALABAMA

SECOND-HAND BARREL MARKET NEVER IN BETTER CONDITION, SAYS BRUECKMANN COOPERAGE CO.

The Brueckmann Cooperage Co., the "recoopered barrel" specialists of St. Louis, Mo., reporting under date of August 19th as to conditions of the second-hand barrel market, says: "The second-hand barrel market is very good indeed, and barrels are bringing more money at the present time than ever before. We have made sales in the last month of wine barrels at \$5.25 each, whiskey barrels at \$5.50 each, lubricating oil barrels at \$3 each, glucose barrels at \$2.75 each, H. W. tallow barrels at \$2.50 each, and imported fir wood barrels at \$2.75 each.

"We have contracts to take care of which will keep us busy for the next three months to come without taking on any additional business. The prices which we quoted are for large quantities. There isn't any indication, as far as we can see, that prices will go down. There is a demand for all kinds of cooperage, and everything in our line is salable at present. We have been in the business for forty-six years, and have never seen it any better than it is right now."

PRODUCTION AND VALUE OF CANADIAN APPLES

The Dominion Bureau of Statistics has just published a preliminary bulletin showing the quotations and values of commercial apples produced in Canada. According to information thus collected, the commercial production of apples in Canada for the year 1919 was 3,334,660 barrels of the value of \$24,396,210, distributed by Provinces as follows: Nova Scotia, 1,600,000 barrels, value, \$9,989,680; New Brunswick, 40,000 barrels, value, \$307,400; Quebec, 70,500 barrels, value, \$527,950; Ontario, 878,860 barrels, value, \$7,030,880; British Columbia, 2,236,000 boxes, equivalent to 745,300 barrels, value, \$6,540,300.

These figures represent average values per barrel of \$6.24 for Nova Scotia, \$7.68 for New Brunswick, \$7.50 for Quebec, \$8 for Ontario, \$8.78 for British Columbia, and \$7.30 for all Canada. The values represent wholesale prices. In the case of apples exported to the United Kingdom the value includes ocean freight rates, which varied from \$2.50 to \$3 per barrel. For the Province of Ontario the total production of 878,860 barrels consists of 24,432 barrels of early apples, 124,201 barrels of fall apples, and 730,227 barrels of winter apples.

U. S. CALL FOR RAISINS GREATEST EVER KNOWN

Whether the increased demand for raisins may be traced to the number of home-brew experts was the important fact left out of an announcement August 1st by the Department of Agriculture that the United States imports raisins in unprecedented quantities.

"Nearly 8,000,000 pounds of raisins were exported from Malaga, Spain, to the United States during the first six months of 1920," says the department, "a quantity that exceeds the total raisin exports from that port for the seven-year period 1913 to 1919, inclusive. Practically the entire 1919 Malaga raisin stocks have been exhausted.

"The new crop appeared on the market between August 20 and 25. The American consul reports that there is prospect of increased production. The raisin growers are looking for a continuation of the great demand for raisins from the United States."

Massachusetts cranberry crop is reported at 300,000 barrels, a decrease of 18 per cent. from last year.

South Side Cooperage Co.
1816-20 LOCUST ST. :: PITTSBURGH, PA.
Wholesale Dealers in
Second-Hand Barrels of Every Description
Always have large quantity on hand. Always
in the market for Barrels and Heading
WRITE US WHEN YOU NEED BARRELS

WILL MANUFACTURE COILED ELM HOOPS

Under date of August 13th, C. P. Theiss, Texarkana, Texas, advised the JOURNAL that, together with associates, he is erecting a mill at Texarkana for the manufacture of coiled elm hoops. The Texarkana mill will have a daily capacity of from 10,000 to 15,000 hoops, and according to Mr. Theiss the mill will be well in operation by September 1st. Mr. Theiss further advises that another coiled elm hoop mill will be erected by him in the near future.

The Carnegie Cooperage Co.
Second Avenue and P. R. R. CARNEGIE, PA.
Wholesale Dealers in Prepared
SECOND HAND BARRELS READY TO FILL
No order too large for us to handle
WHEN IN THE MARKET—WRITE US

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COOPERAGE MACHINERY FOR SALE

Holmes No. 59 windlass
Holmes No. 38 Crozer
Holmes No. 38 1/2 Crozer
Oram low frame lister
Oram double wheel jointer
Oram dreadnought double stave planer
Gerlach double wheel stave jointer
One lot of 6 dry kiln trucks
NOBLE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—

- 1—Trevor stave cutter, jack and pulleys, balance wheel boxes complete.
- 1—Greenwood heading turner.
- 1—Greenwood heading jointer.
- 1—16" barrel saw. Three wood split pulleys 8 inch, face 3 feet.
- 1—20 horsepower steam engine. Address.

HARRISON HOWELL, Dundee, N. Y.

Slack Heading Machinery for Sale

FOR SALE—Complete equipment of slack heading machinery, also blower system, portable saw mill, 100 HP. Pennsylvania tubular boiler with 65 foot stack, dynamo with switchboard and power cement mixer; good condition, good values. Address **THE FANNING CO., INC.,** Perry, N. Y.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

MACHINERY WANTED

WANTED—One No. 34 1/2 Holmes double riveter; one No. 120 Holmes expander with extra set of dies to enable us to make 1 7/8" and 1 9/16" barrels. Address "BARRELS," care of **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

WANTED—Sawed hoop machinery, complete and in good order. Address "HOOP," care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

WANTED—

- 1—Hoop Cutter
- 1—Hoop Planer
- 1—Hoop Coiler
- 1—Hoop Pointer and Lapper

Can use Noble, Michels or Defiance make. Address "MACHINERY," care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

WANTED—Barrel washing machine for fifty-gallon barrels. Address P. O. Box 47, Philadelphia, Pa.

WANTED—Second-hand crozer and stave jointer for manufacturing pine staves. Address **JAMES B. PORTER,** 225 Plum St., Norfolk, Va.

WANTED—To hear from manufacturers making special machinery for making wooden ice cream tubs and pails. Address "TUBS," care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

POSITION WANTED

WANTED—To get in touch with parties contemplating the manufacture of cooperage stock. Will take management of new plant on profit-sharing basis. Thirty-five years' experience in manufacturing and mill constructing work. Address "H. E. L.," care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE—Complete tight barrel stave and heading mill. Capacity 30,000 per day. Timber supply for twenty years. Ample trackage and yard room. Good town, located on two railroads. Mill is in Arkansas and plant is now in operation, with labor conditions good. Good reasons for wanting to sell. Address "MILL," care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

COMPLETE TIGHT STAVE AND HEADING PLANT FOR SALE

At Ferriday, La., a complete two-story 25,000 ft. capacity circular saw mill and complete tight barrel stave and heading mill, all under one shed; at the intersection of three railroads, with unlimited timber supply and favorable milling-in-transit rates and freight rates to domestic and export markets. Address **THE KERN CO., LTD.,** New Orleans, La.

FINISHED PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address **STONE HILL WINE CO.,** Hermann, Mo.

FINISHED PACKAGES WANTED

WANTED—From 10,000 to 25,000 road oil barrels, dye barrels, or tallow barrels—F. O. B. cars New York City, N. Y. Address OIL, care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

CUBAN HAM TIERCES WANTED

WANTED—500 Cuban Ham Tierces, made of either Cypress or Douglas Fir.
Staves and Heading about 3/4" thick.
Heads 26 1/2" diameter.
Staves 34" long.
Hooped with 6 galvanized iron hoops, 19 gauge.
Chime hoops 1 1/4".
Quarter 1 1/4" hoops.
Bilge 1 1/2" hoops.
In answering advise what delivery can be made.
Address "TIERCES," care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

STOCK WANTED

WANTED—A few cars 34- and 36-inch red and white oak K. D. & J. oil staves, and 30-inch No. 2 cottonwood and mixed timber slack staves; August, September and October shipment. **DALLAS COOPERAGE & WOODENWARE CO.,** Dallas, Texas.

WANTED—To get in touch with manufacturers who can supply pine, chestnut or spruce slack barrel staves on contract. Address "STAVES," care **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

TIMBER LANDS WANTED

WANTED—To purchase tract of hardwood timber, ten million feet or more, principally gum for manufacture of slack barrel staves. Address **POINTE COUPEE STAVE & LUMBER CO.,** 3134 Chartres St., New Orleans, La.

HELP WANTED

WANTED—Two or three stave jointers. Good wages. Address **THE NORTHWESTERN COOPERAGE AND LUMBER CO.,** Gladstone, Michigan.

Permanent Foreman Wanted

We want a permanent foreman for a complete barrel plant located in Japan, owned and operated by Americans. Capacity 300 barrels per day, manufacturing direct from the timber. Must be thoroughly familiar with and capable of operating Holmes, Oram and Glader—heading, stave and setting-up equipment. Must also be able to train operators. State if married, age, experience, references, salary wanted. Address "PERMANENT," care of **THE NATIONAL COOPERS' JOURNAL,** Philadelphia, Pa.

WANTED—Foremen for tight barrel plant, to take charge of stave, barrel and head finishing departments; also stave jointers and heading makers. Oram machinery used. Address **THE MICHEL COOPERAGE CO.,** Sandusky, Ohio.

RELIABLE SUPERINTENDENT WANTED

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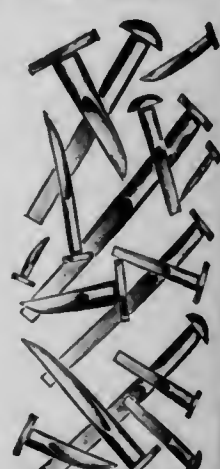
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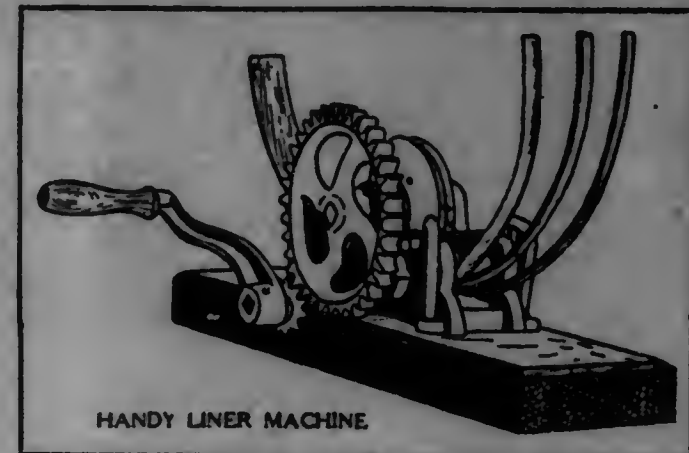
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PAUL AND TUB MACHINERY

Baxter D. Whitney & Son, Winchendon, Mass., 5
The Peter Gerlach Co., Cleveland, Ohio, I. B. C.

TRUSS HOOPS

Hynson Tool and Supply Co., St. Louis, Mo., I. B. C.

COOPERS' TOOLS

Hynson Tool and Supply Co., St. Louis, Mo., I. B. C.

SLACK COOPERAGE STOCK (Manufacturers and Dealers)

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J. C. Penneyer Co., Chicago, Ill., 12
J. D. Hollingshead Co., Chicago, Ill., 13
Himmelsberger-Harrison Lumber Co., Cape Girardeau, Mo., 6
C. M. Van Aken Co., 111 Broadway, New York, 21
Sutherland-Lewis Co., Ltd., Chatham, Ont., 4
Skuse's Co., Rochester, N. Y., 25
Trevor Manufacturing Co., Lockport, N. Y., 29
Win. G. Pennypacker, Jr., Buffalo, N. Y., Front Cover
Reinschmidt Stave Co., Quitman, Ga., 23
R. C. Sheahan Co., Chicago, Ill., 22
Struthers-Ziegler Co., Detroit, Mich., 6
Standard Hoop Co., Bay City, Mich., 27
W. A. Tschumy & Co., Norfolk, Va., 27
The J. V. Walsh Co., Pittsburgh, Pa., 1
The Vail Co., Port Wayne, Ind., 25
E. Henning, Inc., Chicago, Ill., 23
Powell Co., Memphis, Tenn., 16
Davis-Wood Stave Co., Memphis, Tenn., 25
Associated Coopers Co., Inc., 150 Nassau St., New York, 24
Dolg Co., Corporation, St. Louis, Mo., 16
C. R. Murray, Decherd, Tenn., 25

TIGHT BARREL STOCK (Manufacturers or Dealers)

J. C. Penneyer Co., Chicago, Ill., 12
J. D. Hollingshead Co., Chicago, Ill., 13
Win. H. Coleman Co., Jackson, Tenn., 8
Lucas E. Moore Stave Co., New Orleans and New York, 24
Hartman-Morris Mfg. Co., Jackson, Tenn., 24
Sutherland-Lewis Co., Ltd., Chatham, Ont., 4
Mt. Olive Stave Co., Batesville, Ark., 24
R. C. Sheahan Co., Chicago, Ill., 22
E. Henning, Inc., Chicago, Ill., 23
The E. A. Parker Stave Co., Benton, Ark., 6
Standard Coopers Co., Aberdeen, Wash., 23
W. T. McGinn, Morehead, Ky., 24
Centerville Coopers Co., Centerville, La., 24
Mullins Stave and Lumber Co., Clintwood, Va., 6

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Michael Coopers Co., Sandusky, Ohio, 22
A. M. Wohl & Bro., Cleveland, Ohio, 22
Sutherland-Lewis Co., Ltd., Chatham, Ont., 4
Pekin Coopers Co., Pekin, Ill., 22
Chickasaw Coopers Co., Memphis, Tenn., 22
Pensacola Coopers Co., Pensacola, Fla., 22
Wright Barrel and Export Co., Jackson, Miss., 22
Hirsch Coopers Co., Houston, Texas, 22

TIGHT STAVE MANUFACTURERS

J. D. Hollingshead Co., Chicago, Ill., 13
Arkadelphia Milling Co., Arkadelphia, Ark., 1
Lucas E. Moore Stave Co., New Orleans and New York, 24
Sutherland-Lewis Co., Ltd., Chatham, Ont., 4
Reinschmidt Stave Co., Quitman, Ga., 23
E. Henning, Inc., Chicago, Ill., 23
The E. A. Parker Stave Co., Benton, Ark., 6
Geo. H. Sargent, Harris, W. Va., 22
Associated Coopers Co., Inc., 150 Nassau St., New York, 24

NAILS, STAPLES, ETC.

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Superior Nail Co., Decherd, Tenn., 22
Union Steel and Wire Co., Indianapolis, Ind., I. F. C.

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National Manufacturing Co., Detroit, Mich., 3
J. C. Penneyer Co., Chicago, Ill., 12
E. Henning, Inc., Chicago, Ill., 23
Southern Coopers Co., New Orleans and New York, 24
J. D. Hollingshead Co., Chicago, Ill., 13
S. B. Adams, Portland, Ind., 2
C. M. Van Aken Co., 111 Broadway, New York, 21
Southern Coopers Co., Charleston, Va., 24
Davis-Wood Stave Co., Memphis, Tenn., 25
Win. G. Pennypacker, Jr., Buffalo, N. Y., Front Cover
Struthers-Ziegler Co., Detroit, Mich., 6

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J. D. Hollingshead Co., Chicago, Ill., 13
N. & H. O'Donnell Coopers Co., Phila. and New York, 2
C. Holt & Son, Jersey City, N. J., 2
Pensacola Coopers Co., Pensacola, Fla., 22

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Hannaford-Galvanizing Co., Pittsburgh, Pa., 1
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E. Henning, Inc., Chicago, Ill., 23

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Union Steel and Wire Co., Indianapolis, Ind., I. F. C.
J. D. Hollingshead Co., Chicago, Ill., 13
E. Henning, Inc., Chicago, Ill., 23

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C. Holt & Son, Jersey City, N. J., 2
Empire Barrel Co., Detroit, Mich., 2
Layton Coopers Co., Portland, Ore., 2

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Pekin Coopers Co., Pekin, Ill., 22
Hirsch Coopers Co., New York and Houston, Texas, 22
Centerville Coopers Co., Centerville, La., 24
Arkadelphia Milling Co., Arkadelphia, Ark., 1
Max Fleischer, 258 Lewis Street, Memphis, Tenn., 4

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Drives the hoops on oil, vinegar and similar barrels.

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"HYNSON" The Name that stands for "THE BEST"

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Our unexcelled
Barrel Heater

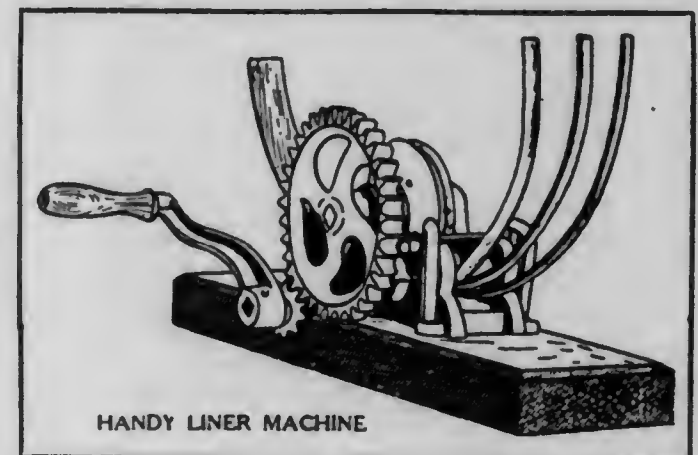


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GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. XXXVI Published the First of Each Month. Subscription Price \$2.00 Per Year. Philadelphia, October, 1920 Entered as Second-Class Matter at the Post-Office in Philadelphia, Pa. No. 6

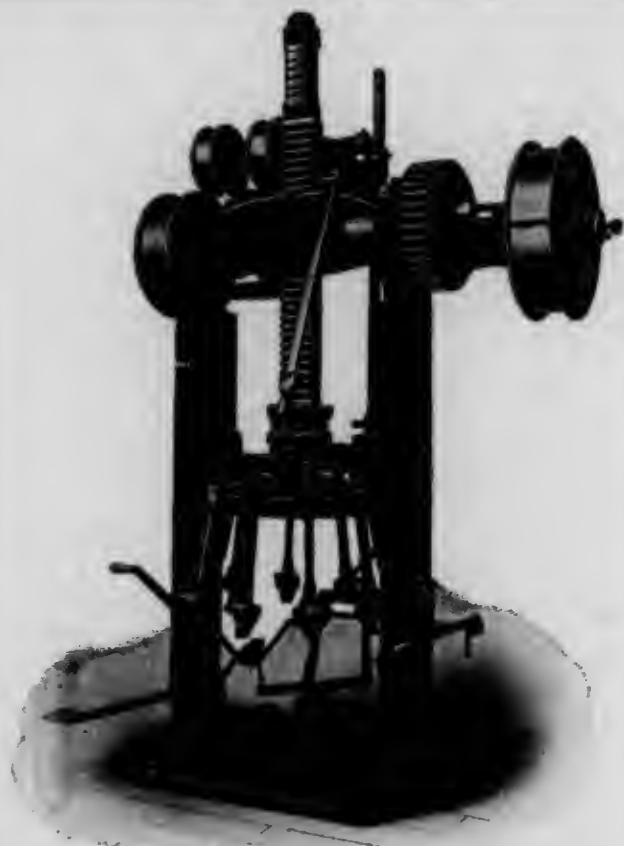
IN NOVEMBER, 1897, twenty-three years ago, the National Manufacturing Company of Detroit, Michigan, was incorporated and commenced manufacturing and handling high grade Slack Cooperage Stock.

Under the same management this National institution has continued a very successful business, and on this Anniversary we wish to thank our host of friends whose confidence in our methods has made our remarkable growth possible.

National Manufacturing Company

WALTER C. HARTMAN, President

Holmes Rack and Pinion Hoop Driver



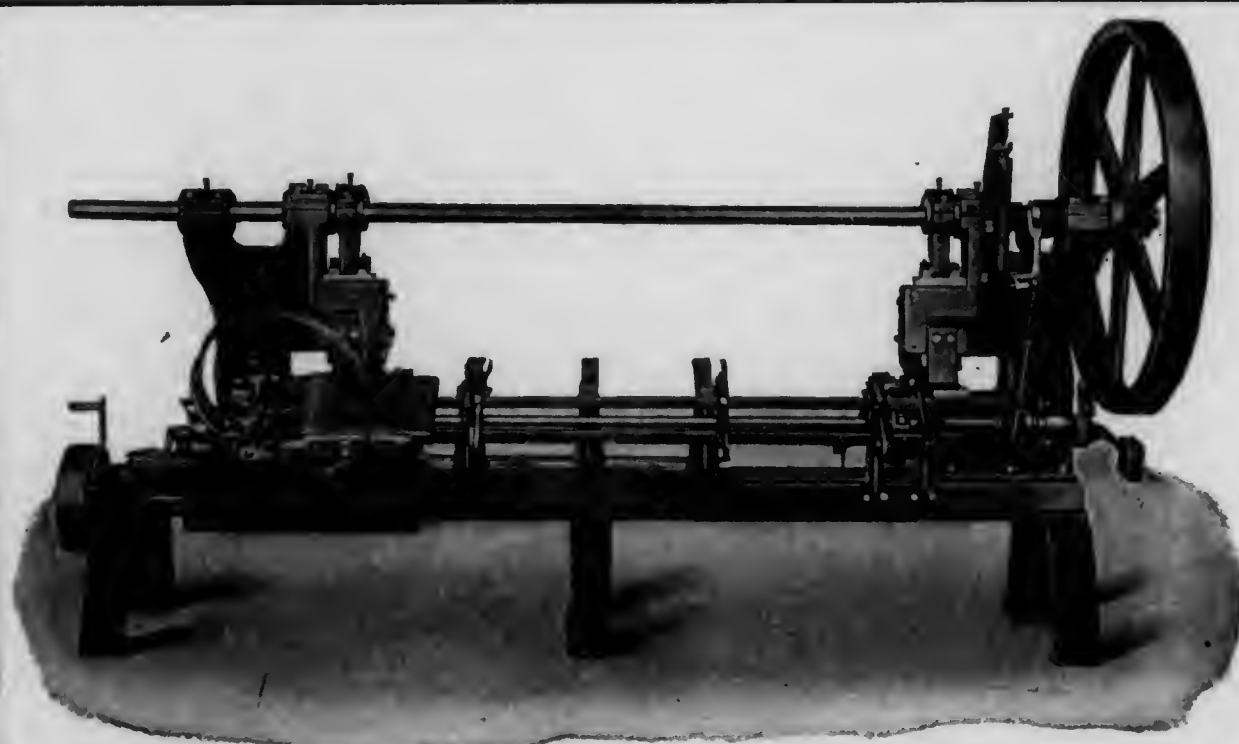
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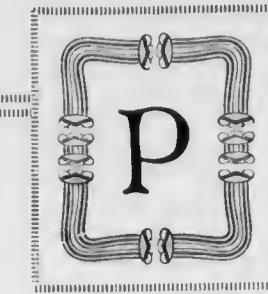
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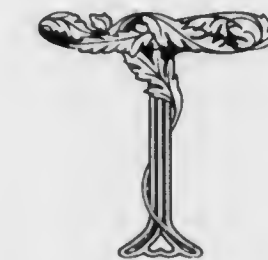
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the value of good will or to know
that we must by sheer merit
of performance earn the
continued patronage of
our customers.



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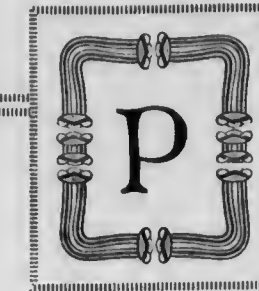
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We own and operate seven mills,
so when you want

STAVES HEADING HOOPS

And require "Stock of Quality," you
can get it QUICK by sending
your orders direct to our
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**FORT WAYNE
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CARS OF APPLE BARREL STOCK

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and

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Promptness is our Motto

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OUR GRADE UPHOLDS IT

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Square or Bevel Edge.

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SAWED COILED ELM HOOPS**

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Our unexcelled
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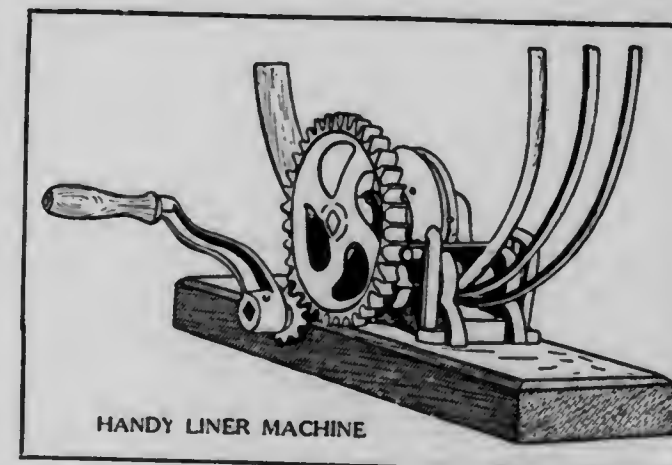


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Don't Throw Away Your Broken Hoops

GET one of these
money saving
machines. Make head
liners out of your broken
hoops. It pays for
itself in a short time;
it works so easy that a
boy can operate it.
This is only one of our
many celebrated tools.

**TRUSS HOOPS BOTH
WOOD AND IRON**



HANDY LINER MACHINE

To place your orders with us means profit for you. Try it
and be convinced. No time like the present.

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If it comes from HYNSON, you know it's right.

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A GOOD HEAD

is an advantage not possessed by everyone, and this may also be said of slack barrels. It is our special business, however, to see that barrels coopered up with "Bone-Dry" heading are all right in that respect, because every head bearing this brand is as near perfect as high-grade material, skilled workmen and modern machinery can make it. If you are looking for good service, and satisfactory stock at a reasonable price, be sure that your next order specifies the "Bone-Dry" brand.

HIMMELBERGER-HARRISON LUMBER CO.
SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.

MANUFACTURERS OF

Slack Barrels

Slack Barrel
Stock

Sandusky Cooperage & Lumber Co.

NASBY BUILDING, TOLEDO, OHIO

We are in position to make PROMPT SHIPMENT of APPLE BARRELS on favorable freight rates to any point in the Eastern or Central States. Our years of experience as Manufacturers of SLACK BARREL STOCK has fitted us to give PERFECT SERVICE in supplying this line of trade.

WRITE US FOR SLACK STOCK AND SLACK BARRELS

Everything
for the
BARRELGum
Elm
Ash
Hardwood
Basswood
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MULLINS STAVE and LUMBER COMPANY

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Manufacturers and Jobbers of

THE FAMOUS FORKED
LEAF MOUNTAIN White Oak

Tight Cooperage Stock

We handle the output of several mills in the best white oak sections of the Cumberland Mountains and are prepared to give unexcelled service in every particular. TRY US.

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The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, OCTOBER, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 6

Great Britain has "The National Joint Industrial Council of the Cooperage Industry"—Installing of Barrel Making Machines Welcome Relief from Arduous Labor, Says Journal's Special London Correspondent.

As I write, the industrial outlook in Britain is very ominous, and far from satisfactory. For some considerable time past, sectional strikes have been fairly numerous, and the whole industrial life of the country seems to be very unsettled. The revolutionary spirits, or demagogues in trade union circles, are striving their very utmost to bring about, or bring to fruition, their own peculiar dogmas, or doctrines. Bolshevistic propaganda is at the bottom of the seeming turmoil, and before long our powers that be will have to cast aside their kid-glove treatment and resort to more vigorous tactics if they are to bring the country back to reason and sane government. The uncertainty of the times is causing great uneasiness in the ranks of the manufacturers, and unless drastic changes take place our Board of Trade returns will be anything but pleasant reading. We are just now threatened with a coal strike of great magnitude, which, if it takes place, will practically stop the whole trade of the country.

The Honorable Will Crooks, Labor M. P. (a cooper, by the way), has said, and I think truthfully said: "Some people claim that they would rather starve to death than freeze to death; but I am afraid if this gigantic strike takes place we are going to experience both starving and freezing."

Joint Council Affords Amicable Way of Settling Differences

The cooperage industry is at the moment free from disputes. A more amicable way of settling differences than by striking has happily been brought about by the formation of "The National Joint Industrial Council of the Cooperage Industry," and with your leave, Mr. Editor, I would like to put before the JOURNAL's readers the functions of this Joint Industrial Council. They are:

- (1) To secure the largest possible measure of joint action between employers and workpeople for the development of the industry as a part of national life, and for the improvement of the conditions of all engaged in the industry. It will be open to the Council to take any action that falls within the scope of this general definition. Among its more specific objects will be the following:
- (2) Regular consideration of wages, hours and working conditions in the industry as a whole.
- (3) The consideration of measures for regularizing production and employment.
- (4) The consideration of measures for securing the inclusion of all employers and workpeople in their respective associations.
- (5) The consideration of the existing machinery for the settlement of differences between different parties and sections in the industry and the establishment of machinery for this purpose where it does not already exist, with the object of securing the speedy settlement of difficulties.
- (6) The collection of statistics and information on matters appertaining to the industry.
- (7) The encouragement of the study of processes and design and of research, with a view to perfecting the products of the industry.
- (8) The provision of facilities for the full consideration and utilization of inventions, and any improvement in machinery or method, and for the adequate safeguarding of the rights of the designers of such improvements, and to secure that such improvements in method or invention shall give to each party an equitable share of the benefits, financially or otherwise, arising therefrom.
- (9) Inquiries into special problems of the industry, including the comparative study of the organization and methods of the industry in this and other countries, and, where desirable, the publication of reports. The arrangements of lectures and the holding of conferences on subjects of general interest to the industry.
- (10) The improvement of the health conditions obtaining in the industry, and the provision of special treatment where necessary for workers in the industry.

(11) The supervision of entry into and training for the industry, and co-operation with the educational authorities in arranging education in all its branches for the industry.

(12) The issue to the press of authoritative statements upon matters affecting the industry of general interest to the community.

(13) Representation of the needs and opinions of the industry to the Government, Government departments and other authorities.

(14) The consideration of any other matters that may be referred to it by the Government or any Government department.

(15) The consideration of the proposals for District Councils put forward in the Whitely report, having regard in each case to any such organization as may already be in existence.

(16) Co-operation with the Joint Industrial Councils for other industries to deal with problems of common interest.

Membership

The Council shall consist of 22 members, appointed as to one half by Associations of Employers and as to the other half by trade unions.

Associations of Employers—

Number of representatives:

National Federation of Employers of Coopers..... 11

Trade unions:

Amalgamated Society of Coopers..... 9

National Association of Coopers..... 2

Total 11

Re-Appointment

The representatives of the said associations and unions first appointed shall serve for two years from the date of the first meeting, and thereafter shall retire annually, and shall be eligible for re-appointment by their respective associations and unions. Casual vacancies shall be filled by the association concerned, which shall appoint a member to sit until the end of the current term.

Committees

The Council may delegate special powers to any committee it appoints.

The Council shall appoint an Executive Committee, and may appoint such other standing or sectional committees as may be necessary. It shall also have the power to appoint other committees for special purposes.

The reports of all committees shall be submitted to the Council for confirmation, except where special powers have been delegated to a committee.

The Council shall have the power to appoint on the committees, other than the Executive Committee, such persons not being members of the Council as may serve the special purposes of the Council.

Co-Opted Members

The Council may allow committees other than the Executive Committee to co-opt such persons of special knowledge not being members of the Council as may serve the special purposes of the Council.

Officers

There shall be a chairman drawn from the employers and a vice-chairman drawn from the trade unionists, or vice-versa. The chairman, or, in his absence, the vice-chairman, shall preside at the meetings, and shall have a vote, but not a casting vote.

Treasurer

The Council shall appoint a treasurer or treasurers.

Secretary

The Council shall be empowered to maintain a secretary and such clerical staff as it may think fit.

All honorary officers shall be elected by the Council for a term of one year, but shall be eligible for re-election.

Meetings of the Council

The ordinary meetings of the Council shall be held as often as necessary, and not less than once a quarter. The meeting in the month of December shall be the annual meeting. A special meeting of the Council shall be called within 14 days of the receipt of a requisition from six members of the Council or from the Executive Committee. The matters to be discussed at such meetings shall be stated upon the notice summoning the meeting.

Voting

The voting both in Council and in committees shall be by show of hands or otherwise as the Council may determine. No resolution shall be regarded as carried unless it has been approved by a majority of the members present on each side of the Council. A majority vote on either side shall be regarded as a vote binding on all the members of that side.

Quorum

The quorum shall be six members on each side of the Council.

Finance

The administrative expenses of the Council shall be met in equal proportions by the association and trade unions represented.

Amendment of Constitution

The Council shall have power from time to time to amend or add to the above constitution in such way as it may think fit.

Cooperage Trade Too Difficult for Disabled Soldiers

The Council recently had before it the question of the training of disabled ex-service men for the cooperage trade, and a sub-committee was appointed to consider the matter. The result being that they met with the Training Department of the Ministry of Labor when the question was discussed in all its bearings. While they all recognized the great sacrifice many men had made during the war, yet they felt that the matter could not be dealt with on sympathetic lines. Knowing full well the arduous nature of the trade they felt that it would practically be an impossibility to make a disabled man a practical tradesman. This fact was frankly admitted by the Government representatives after making extensive inquiries into the matter.

Barrel-Making Plants Welcome

The cooperage industry in Great Britain is practically one that has been built up by the hand-made package, and when one considers the skill and strength necessary to make one a full-fledged journeyman, it is a foregone conclusion that disabled men coming in to learn, it would be asking too much from them. Quite a number of manufacturers are installing barrel-making plants, and I believe the time is not far distant when the hand-made package will pass into the unknown. When one takes a retrospective look, and thinks of the hardships and also the careworn expression on the faces of the old-time coopers, one is in a sense not sorry that the barrel-making plant is being installed in many factories throughout the country.

Dressing heavy oak staves by hand was not an envious occupation, nor yet was one like unto an angel as he wended his way homeward, limp arms hanging by his side, and just ready to drop.

TEMPORARY REMOVAL OF APPLE PRICE CONTROL

A recent cablegram from Consul General R. P. Skinner, London, England, was to the effect that: "Food Controller releases imported and domestic apples from all price control in Great Britain from August 1st to November 14th, after which maximum control retail price will be 10d. instead of 9d. (20 cents instead of 18 cents a pound). A new schedule of imported wholesale prices is in preparation."

STUMPAGE VALUE AND REFORESTATION

The following letter by E. V. Dunham, formerly of the National Lumber Manufacturers' Association, in reply to one received by Mr. Dunham from Frank W. Fairchild, professor of political economy at the Yale University, who is at present specially interested in the reforestation needs of the country, will be found of interest and value, and its careful reading is recommended.

"For over a year I have been engaged in making a survey of the physical and economical condition of the yellow pine industry, and having been brought very close to the subject have arrived at certain conclusions and acquired at the same time a few convictions.

"Intentional reforestation of private lands will never be undertaken to any considerable extent unless it can be shown that such enterprise will be profitable. Until the present time the low price of yellow pine stumpage has made such a demonstration impossible.

"With the shifting of the principal source of softwood lumber from the southern forests to those of the Pacific coast, the arbitrary increase in freight on the major part of the supply will be represented in increased stumpage values on the forests from which the minor supply is drawn.

"Longleaf pine is a species which fills many purposes better than any other wood. While Douglas fir may in time generally replace it, longleaf pine will be preferred, if obtainable, and as it becomes less available this species will command a premium price which will also be reflected in stumpage values in addition to the amount represented by freight advance.

"It is but reasonable to suppose that within ten years stumpage values of shortleaf pine will advance to \$7.50 to \$10 per thousand, depending on location, and that longleaf pine stumpage will advance to practically \$15 per thousand regardless of location.

"It is a fact that favorably located longleaf pine stumpage has changed hands the past year at \$13 per thousand. I believe that if owners of timberland, or cut-over land, whether investors or operators, can be brought to a realization of these changing conditions their present views on logging than by summary or mandatory legislation, whether state or federal.

"If it can be shown that a tree ten inches and under is a better asset standing than if brought into the mill, and if it can be shown that when the seedlings on cut-over lands are protected from hogs and destructive brush and grazing fires (conditions which can readily be controlled by the owner), a growth of from 150 to 200 feet per acre per year may be expected, then more can be accomplished by education along these lines than by summary or mandatory legislation, whether State or Federal.

"There have been two stock arguments against private effort in reforestation or conservation, one being the long period, 35 to 50 years, required to reap the fruits of the investment, and the other, the higher potential value of the lands for agricultural development. The first argument has until the present time been justified and sufficient. Timber was in fact plentiful and cheaper as nature furnished it than man could grow it, and while it was true that the fostered crop might have a value to the operator when it matured, there was little prospect of commencing this value or profiting by it before its maturity.

"The higher prices for stumpage which will prevail in the future will make this argument untenable. Forest increment will be cashable for investment purposes and considered in land transfers whether made five or 35 years hence.

"The second argument has at no time been sound, only a percentage of the forested or cut-over lands of the South can be considered as agricultural lands of the first order of merit, distasteful as this statement may be to many communities and individuals with schemes for colonization.

The gross area of these forested and cut-over lands is so great that no probable settlement or colonization trend will create a demand that will alienate the percentage of land best adapted for agriculture in the next 50 or 75 years. This percentage of good lands varies from 25 to 40 per cent. in different States as applied to the present cut over area of about 110,000,000 acres. The larger percentage not diverted to crop production cannot become other than wild or pasture land with such accidental reforestation as present lack of care in providing and protecting seed permits; and in the absence of demand for other purposes will have but little value excepting for tree growth and pasture.

"Those who advance the theory that all of the lands of the South will be needed for agricultural purposes and that sequestration of any considerable areas for the purpose of growing forests either under public control or by private enterprise, will limit natural expansion, are apt to point out the few exceptional colonization undertakings where large and solid areas have been sold to settlers. These instances are either due to exceptional local soil conditions or exceptional exploitation conditions regardless of the quality of the soil or both. In any event they represent concentration of demand in small areas, and these successful settlement enterprises may be increased several hundredfold and to double their probabilities without exhausting the percentage of good land referred to as available for this purpose.

"The South has sufficient land not only to permit of the fullest agricultural development, but, for tree growth as well, neither will interfere with the other, on the contrary, each will supplement the other. Owners of cut-over land, when they discover that all of them cannot possibly sell all their holdings for agricultural purposes will be receptive to the idea of growing trees if they can be convinced that it will pay. In this connection many of them are disposed to advance the gabogoo of unjust tax laws: tax laws that enforce the cutting of existing stands and penalize the growing of new forests.

"While it is true the present system of taxation has forced many large bodies of timber on the market that would have been conserved for the future had the tax been divided between the current and the cutting periods, it is believed that taxes have been a theoretical rather than an actual deterrent, the real reason for the lack of interest in reforestation and conservation being inability to demonstrate any profit from either.

"While taxation has been a negligible deterrent in the past, the higher stumpage values that are to be expected in the future will inevitably create new standards of assessment, and if generally applied to growing timber or "remainders" will tend to prejudice owners (without any real justification) against the idea. For this reason I believe that one of the first steps to be taken in encouraging owners of cut-over lands to promote and protect young forest growth, and owners of standing timber to conserve their stands by leaving the smaller sizes in the tree as residual forest, is to actively urge passage of tax laws that will remove this fear of penalty. Activity in this direction would, or should, be popular and can be made the vehicle of an educational campaign disclosing the probable profit to be expected in the future from the utilization for tree growth of such agricultural lands as are not needed for agriculture, and the greater future value of trees of the smaller size if left standing than if brought into the mill in their present lesser diameter.

"The very few tax laws that have been passed with this purpose in view appear to have been unnecessarily complex, and have, therefore, been so unpopular that they failed in their purpose, at least, this is the reason advanced for the failure of timberland owners in Massachusetts and Connecticut to avail themselves of the privileges extended under the revised timberland tax statutes of those States. Mr. Rehnagel tells me they are endeavoring to put through a simpler law in the State of New York, which, while it failed of passage last year, is steadily gaining additional support. A copy of this law has been sent for. It may prove to be the measure we seek to urge upon the legislatures of southern States.

"It is realized the public must have protection as well as the individual, and that the collection of revenue from timber resources must be properly safeguarded and that this is a more difficult matter if the tax or a portion thereof is deferred and not yearly collected in the manner heretofore customary, but it is not possible to work out a law that will accomplish this without frightening the landowner by involved text or the imposition of conditions unnecessarily restrictive.

"If reforestation and conservation in the South can be demonstrated to be a profitable enterprise under future stumpage values, more can be accomplished by educating the public up to an appreciation of this fact than can be accomplished by legislation. Modified tax laws will contribute to the popularity of the idea, and the agitation for these measures can be used as a vehicle for education."

THE "BEVERAGE BOYS" vs. THE "KOOPER KIDS"

Our good subscribing friends, the Sweeney Cooperage Co., Ltd., manufacturers of high grade cooperage stock, Victoria, B. C., sent us one of the programs of the "Frivolities of 1920," the "second annual spasm" of the "Beverage Boys," which are the "boys" of the Silver Springs Brewery, Ltd., and the "Kooper Kids," which are the "kids" of the Sweeney Cooperage Company, Ltd. The Annual Frivolities, comprising field sports as a start, with fine "cats" as a finish, took place at the Santa Rosa Farm, Victoria, September 12th. The Sweeney Cooperage Co., Ltd., failed to say who the victors in the numerous contests were.

Cleveland Cooperage Trade Revives After Lull

After a period of inactivity bordering almost upon the dull, the cooperage industry in the northern Ohio territory emerged upon a sudden revival of business about the middle of September, and trade ever since has been moving with the seasonable degree of rapidity typical of the time of year. Contraction in exports, in which the barrel trade figures largely, has been the significant factor that has held back demand for cooperage up to recently, cooperage firm heads have learned. The arrival of fall has brought renewed interest in nearly all lines which depend upon the barrel manufacturer for containers, and the year is expected to close with as favorable an outlook as in recent times.

The most serious depression in barrel demand has been from the screw, nut, bolt, nail and similar manufacturers, whose operations have been curtailed largely here by the let up in demand for automobiles, machinery and other products influenced by general manufacture. Even this lull, however, is passing, as indicated by new business being looked for the smaller kegs, barrel makers point out.

Lower Selling Price Will Have Sustaining Influence on Business

Export of foodstuffs being retarded, there is a larger amount available for domestic shipment and consumption. The reduced buying power of the industrial centers in the middle West, such as Cleveland, requires that lower-priced merchandise of all kinds alone will stimulate buying. Such change is in evidence, and in itself it is expected to be a sustaining influence to business, with a corresponding improvement for the barrel trade.

The arrival of the fruit-harvesting season is bringing renewed demands for slack cooperage, which, while not above seasonable activity, is certainly up to it. According to report the chief problem that slack cooperage manufacturers face is the gradual reduction of stock in the hands of the barrel-manufacturer-consumer. The crop situation, retarded in improvement by the need for crop movement, is not yet good enough to bring a normal supply of barrel stock here from the mills in the South, and while for months it has been known that local stocks were being reduced, it is now realized that they are close to the danger point, as far as providing for a normal production of barrels. Prices on materials of all kinds are firm, but maintained at the recent levels they attained, and manufacturers, therefore, are able to quote the same figures for finished barrels to their clients.

Shipments of Barrels Are Improving

On the other hand, shipment of barrels is improving. More cars seem available to this district than at any time in the last two years. It is little better than sufficient, however, to meet the demands of packers of fruits, owing to the heavy fruit crops in all sections adjacent to Cleveland.

An agreeable development of the last few weeks is the easing of labor as it affects the barrel manufacturer here. Release of labor from other industries is bringing back old-time cooperage operatives, and while there is no more than sufficient to meet manufacturers' present needs, the output itself is better.

Tight Barrel Manufacturers Not Worrying as to Future Trade

Colder weather in October is expected to bring to the tight cooperage manufacturers the bigger seasonable business, as indicated by recent inquiries. The fact that exports of foodstuffs and other materials in which tight cooperage is essential is not so very heavy right at this time, is not bothering the tight cooperage manufacturers throughout this section so very much. Instead, there is expected to be a larger outlet for domestic purposes, especially as the cider, vinegar and pickling seasons get under way. And a little later on, based upon recent inquiries, still more new business is expected to be looked by cottonseed oil and meat packing interests.

Better demand all around is noted at the plant of the A. M. Welti & Brothers. Stocks here, as in other establishments, are none too plentiful, and there is constant difficulty in getting in an adequate supply of certain materials, according to John Welti, general manager. Improvement of the car supply to the Welti factory is noted in the last few weeks, but not sufficient to take care of all the needs of customers at distant points.

George H. Scagereaves, manufacturer of tight cooperage stock and formerly at Harts, W. Va., has moved his mills to W'sondale, W. Va.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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C. A. McCANN, Associate Editor

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CORRESPONDENCE
The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

PUBLISHER'S STATEMENT

Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.

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(Signed) M. E. DOANE, Manager.
J. DARRAGH MACKENZIE, Notary Public.
Sworn to and subscribed before me this thirtieth day of September, 1920.
(Seal)
(My commission expires April 1, 1923.)

NEW ADVERTISERS

American Barrel Company, Salem, Mass.
South Barrel Exchange, Pittsburgh, Pa.

Keep moving, but move the right way.

Now is none too early to place your 1921 advertising contract, Mr. Cooperage Man.

Again we say it costs less at all times to hold trade than it does to win it back when once it passes to substitutes.

The sharp drop in lumber following a decreased demand has made the prospects a little brighter for the cooperage stock manufacturer, both in the way of timber and production.

The JOURNAL's special London correspondent has something interesting to say about "The National Joint Industrial Council of the Cooperage Industry of Great Britain" in this issue of the JOURNAL. Don't fail to read how our English cooperage brothers are co-operating for their own good and the good of their industry.

If the turpentine buyer finds an extra cost item attached to his invoice he will know that it is for cleaning the tank car in which his turpentine shipment is made. The Bureau of Chemistry of the United States Department of Agriculture not only calls upon turpentine shippers to clean their tank cars, but the Bureau says charge for such cleaning should be included in final settlement for the turpentine. Why not use wooden barrels? The initial cost of good, clean wooden barrels would nowhere near reach the cost of tank cleaning, judging from the proper cleaning method suggested by the Chemistry Bureau.

ARRANGE NOW TO ATTEND THE SEMI-ANNUAL MEETING

According to announcement sent out by Secy. V. W. Kraftt, the Semi-Annual Meeting of The Associated Cooperage Industries of America will be held at the HOTEL CLEVELAND, CLEVELAND, OHIO, NOVEMBER 8th, 9th and 10th, and now is none too early to make arrangements to be on hand.

A BIG ATTENDANCE AND A FINE MEETING IS PREDICTED.

Although ice cream originated in Naples, it is the United States of America that holds the palm, both as manufacturers and eaters of this indispensable and all-satisfying concoction. According to the ice cream makers of Pennsylvania, in annual convention at the Breakers Hotel, Atlantic City, N. J., September 21st-23d, prohibition has increased ice cream consumption about 15 per cent. The per capita consumption in Pennsylvania, it is claimed, is greater than in any other State in the nation. Well, there is an all-sufficient reason. Pennsylvania-made ice cream is better than that of any other State in the nation, and we inhabitants thereof are not the only ones that proclaim this fact, either.

We have sacrificed quality for quantity in the past four years. That will not do. "Safe, profitable business is based only on quality." So proclaimed the head of an industrial establishment at a recent business gathering where the vital subject of trade outlook was under discussion. A second statement of equally telling force was made by the same gentleman during his remarks, when he said, "Gentlemen, you and I and all other manufacturers, merchants and executives in this country are going to be subjected to a real test pretty soon. We have made money in volume for four years, but I tell you it is going to be necessary for us now to show real business sense and high ability or we will lose a lot of what we thought was velvet."

According to report from Kansas City under date of September 27th, the proverbial dollar corn is a reality. Markets of the Middle West have approached a level where the coarse grain at \$1 a bushel is more than a long-distance forecast of some over-enthusiastic hearish speculative operators. For the first time in more than three years, corn is around \$1 a bushel on the spot market of the Southwest, and slightly under this level in the quotations on the deferred deliveries. The current market is the lowest for September since 1916 and the lowest on record since the opening of 1917, shortly before the United States was plunged into the world war. The outstanding factor in the weakness of the corn is the enormous crop now being gathered in the United States. The September report of the Department of Agriculture forecasts the yield at 3,131,349,000 bushels, the largest in history, which compares with 2,917,450,000 bushels as the final output a year ago, and 2,503,565,000 bushels in 1918. The former record crop of corn was turned out in 1912, when a total of 3,124,746,000 bushels were gathered, and the second largest crop, 3,065,233,000 bushels in 1917. The five-year average production of corn from 1914 to 1918 is estimated at 2,760,484,000 bushels.

That the hardwood lumberman has his eye "peeled," as it were, and that the stave manufacturer is not going to get away very much longer with said lumberman's small timber, was borne out at the September meeting of the Southwestern Hardwood Manufacturers' Club at New Orleans, September 9th. The principal subjects under discussion by the hardwood lumbermen at their September meeting were "stave plants" and "branding," and just how the stave plant wind is blowing among such of the lumbermen as are not yet cutting their own small timber can be noted in the remarks of Mr. C. L. Faust, of the Faust Bros. Lumber Co., Jackson, Miss. Mr. Faust told his fellow lumbermen that he had sold his small timber to stave manufacturers, and he had noticed they made more money out of the staves than he had out of the larger timber he cut from the same lands. Further, Mr. Faust said, from what he had been able to ascertain, the proper thing for the lumbermen to do was not to put a stave plant at the rear of the sawmill, but to put the sawmill behind the stave mill. In other words, and biblically speaking, the lumberman is converted to the belief that the heretofore "last" should hereafter be the "first," so far as stave mills are concerned.

C. M. VAN AKEN PREDICTS THAT END OF YEAR WILL FIND COOPERAGE BUSINESS IN GOOD, HEALTHY, CONDITION

During the past month there has been an exceptionally strong demand for nearly all kinds of cooperage.

The fruit crop is large—in fact, even larger than was expected. Because of this fact, coupled with the uncertainty as to general business conditions during the winter, the apple buyers have not been anxious to store apples for the future, hence the farmers have not found as ready sale for their fruit as they have during the past three or four years. This has somewhat affected the barrel business, but in spite of it the demand for cooperage has been sufficient to prompt increased instead of decreased cooperage prices.

As the 1st of October approaches the end of the fruit package demand is in sight, so the new business that is now coming from the fruit trade is mostly orders for part-car shipments to be used in finishing the year's business.

There seems to be a feeling that cooperage prices will be lower next year, and this prompts a desire on the part of the cooper to clean up during this fall all the stock on hand or purchased.

The mills during the past few months have been so busy taking care of the fruit trade that material for standard packages has been more or less of secondary consideration, and considerable difficulty has been experienced in getting cooperage for that class of work, but with the end of the fruit business in sight the attention of the cooperage man is turning to the manufacture of standard barrels, with a desire to make contracts for standard cooperage to cover the period between now and the first of the year, and there has been a tendency to lower the price of cooperage in order to attract this business.

It is not unusual to have an unsettled condition immediately follow a heavy fruit crop. For some time past when a buyer wanted a car of cooperage it was necessary for him to ask somebody to please sell it to him, so when the seller offers the buyer a car of cooperage as is now the case, it is apt to give the impression that there is a tremendous over-supply, but we expect that during the coming fall this condition will adjust itself and that by the first of the year the cooperage business will be in a good healthy condition.

BUSINESS RECENTLY GONE TO SUBSTITUTES NOW PERMANENTLY LOST, SAYS W. C. HARTMAN—BELIEVES AS MANY BARRELS WILL BE MADE AND USED DURING 1921 AS IN ANY TIME IN HISTORY OF COUNTRY

The slack cooperage business in general is undergoing some very important changes. Admittedly, the demand has not been quite so keen as of late, except in special quarters where large consumers are finding their stock quite low. Prices have declined under these conditions. On some kinds of stock the change has been hardly noticeable, while on coiled elm hoops and apple barrel stock, in some sections, located a long way from the manufacturing districts, the decline has been fairly sharp.

Pine heading and southwestern staves generally, as well as gum heading, have either held their own or reduced in price moderately. The leading manufacturers, understanding that stock at consumers' shops and at mills is not excessive and that there is actually no surplus, seem quite confident in their opinion that there is likely to be a very little change from the present level and that the decline has run its course. No one with a correct understanding of cost and the great difficulty of securing and working up raw material in cooperage stock will believe that unreasonably low prices are to be realized.

The miscellaneous demand is good and business generally we consider active. The apple season has probably passed its period of real activity. To insure a supply of stock, barrel makers generally bought freely and, knowing the delays in transportation, a considerable quantity of apple barrel stock moved forward quite early this year to the different consuming sections. We look for a better demand for apple barrel stock the first part of October than exists today, and naturally when buyers are again in the market to wind up their season, the business will have to be confined to stock in transit or warehouse supplies.

Continued rains are reported from the southwest, and if this condition prevails for a few weeks longer the time of the year will have been reached when manufacturers expect to be handicapped by wet woods and poor drying weather. This will naturally have a marked effect upon the production and delivery of stock from that section.

Manufacturers generally who have had a supply of

material and facilities for manufacturing stock steadily and in large quantities have prospered this year, and in the final adjustment of business it is not to be expected they will find prices on an unprofitable basis. It is true that in some districts apples are not being put in barrels and that the sack is being promoted and its use urged by some of the leading salt manufacturers, because of the high price of the wooden barrel.

In various lines of industry the barrel has not been as universally favored as heretofore, but this trade is not permanently lost. In many lines of business the wooden barrel is essential and its use is increasing. Its very capacity, if second-hand value is considered, the barrel still remains the very best and cheapest package and is finding new uses in various channels of trade. We believe there will be as many barrels manufactured and used during 1921 as in any time in the history of the country.

INCREASED FREIGHT RATES AFFECTS COOPERAGE DEMAND AND RAILROADS WILL HAVE TO MAKE CONCESSION ON RAW MATERIALS, SAYS JAMES INNES

The weather during September has been favorable for lumbering, the mills have been able to accumulate a few logs ahead, and have run to nearly capacity.

This condition has made stock a little more plentiful, and manufacturers are offering more freely. Hoops are a little easier, and the very pronounced scarcity has been ameliorated to some degree.

Prices of staves and heading continue very firm. Hoops have eased off a little from the abnormal prices of July and August, but there are no accumulations at the mills. The demand for apple barrel stock, which was very heavy for two months, has eased off since the higher freight rates came in, in fact, the increased rates on both logs and manufactured stock have made themselves felt to the extent that substitutes are being used wherever possible, instead of barrels.

There is no question but some concessions will have to be made by the railroads on freights and raw materials.

Tight barrel stock is moving very freely, but stocks at mills and production in woods are very light. Prices are being firmly maintained. In fact, until labor is cheaper and more efficient, there is no likelihood of prices being lower.

Prospects for future business are good, and when things settle down in Europe, the demand from there will be very heavy, as stocks are reduced to a minimum.

MONTHLY "GROUP" MEETINGS ARE RESUMED

The monthly "group" meetings of the Associated Cooperage Industries of America were resumed in September. The Coiled Elm Group at the Gayoso, Memphis, the pine heading, September 2 group meeting at the Tutwiler Hotel, Birmingham, Ala., September 8th; the Shenandoah Valley and contiguous territory "barrel group" meeting at the Hotel Jack, Winchester, Va., September 10th, and the northern group of coiled elm hoop manufacturers' meeting at the Anthony Hotel, Fort Wayne, Ind., September 24th. The revised specifications for hoops, 5' 6" and longer, to be, when seasoned and finished, $\frac{3}{8}$ " x $\frac{5}{8}$ " x $\frac{1}{4}$ ", as recently adopted by the Southern Group, were submitted to the hoop manufacturers assembled at Fort Wayne for ratification.

CENTREVILLE COOPERAGE CO. MAKES ITSELF INDEPENDENT OF RAILROADS

One of the most interesting letters to come to hand in some time was the following from W. T. King, of the Centreville Cooperage Company, tight stave and heading manufacturers of Centreville, La. Mr. King says:

"Since starting our plant at Centreville we have had unusual conditions to contend with. In order to keep from shutting down, on account of floods cutting off our supply of oak and gum, we had to switch to timber that grew in low lands and would float. This necessitated a large outlay for equipment, as well as for timber and logs, but we are now cutting ash, cypress and tupelo, and have large amounts of stock on yard, dry enough to ship immediately. We have also started on gum and oak. While it took a lot of money to get the equipment we needed to go after what we wanted, we have the timber and also find ourselves now with a double equipment, ready for high water or low water, whichever comes, and we are able to bring all our timber to mill with our own outfit, by water, thus avoiding increased freight rates and other tribulations that go with doing business with the railroads the way they are run today. As you know, we are a new concern, but we feel that we are fundamentally right to fix ourselves to get timber, wet or dry, and regardless of the railroads."

FACE FACTS

Various men—said Richard Spillane, special correspondent to the "Men and Business" section of the *Philadelphia Public Ledger*—heads of industrial establishments, etc., recently gathered to discuss the business outlook.

All present agreed there was an era of lower prices near and that some concerns might have rough sledding. "It's too bad," one gentleman said dolefully, and some others echoed his statement.

But there was one who didn't.

"Too bad?" he exclaimed. "It's not bad. It's the best thing that could happen. What's the matter with you men? Buck up. Face facts. I've been making money hand over fist for four years. So have you. I couldn't honestly deny a charge of my company doing a fancy job of profiteering in those four years. Why, it wasn't necessary to be a business man to make money. All you had to do was make goods—make lots of them, and let the public have them, always at a higher price. Everything was subordinated to getting out the stuff. Quantity was the thing. The money flowed in and flowed in so long as you delivered the goods."

"Say, I wonder if those of us who draw big salaries really earned them. We haven't been good manufacturers, good merchants or good executives. Make money for the company? Yes. But that isn't everything. We made money in volume for four years, but I tell you it's going to be necessary for us now to show real business sense and high ability or we'll lose a lot of what we thought was velvet."

"We have sacrificed quality for quantity in the last four years. That will not do. Safe, profitable business is based only on quality."

"Gentlemen, you and I and all other manufacturers, merchants and executives in this country are going to be subjected to a real test pretty soon."

"We made a lot of money on a rising, a wonderful rising market."

"We are facing a declining market for some time. It's your business and mine to improve our product, improve our workmanship, improve our methods and make profit on a lowering market just as we did on a rising market. It can be done. Real business men can do it."

"I welcome the job. I hope you do, too. Things have been too easy. Let's huckle down to the work, boys. Everything has been easy so long that some of us were getting soft."

HIMMELBERGER-HARRISON LUMBER CO.'S NEW CALENDAR A REAL BEAUTY

The *JOURNAL* is indebted for another of the very unique and beautiful oil-painting calendars which have been sent out by the Himmelberger-Harrison Lumber Co., the "Bone-Dry" gum heading manufacturers, of Cape Girardeau, Mo., to their many trade friends for the past several years. The new calendar is, indeed, a beauty, and were we to try ever so hard we could not describe it one whit more truly or artistically than does Mr. C. L. Harrison, secretary of the Himmelberger-Harrison Lumber Co., when he says:

"We are going to hope that this new calendar offering will prove worthy of a place on the wall of your office or your home. It is frankly an advertisement, but it is also a faithful reproduction of a very great artist's masterpiece, and if it brings home to you as you occasionally glance at it in the course of a busy day the thought that nature is always calm and serene, and that we can on that score take a leaf out of her book and face our problems with a cool head, and steady nerve, it will have served its purpose. The world of humans is in chaos and distraught, but the eternal world of forest and mountain and sky so beautifully shown in this painting, is as enduring and majestic as ever, and in that lies our hope for the future."

A glimpse of nature, the great teacher and restorer of all things, man included, is always a draught of regenerating life, and as we city cliff dwellers are shut away from this regenerating and comforting life to a more or less extent for long periods of time, it will be a good thing if more of our wall space were given over to pictures of majestic and peaceful nature, unspoiled and undisfigured by any moving life as we know it every day. We extend appreciative thanks for the glimpse of nature which the new Himmelberger-Harrison Lumber Company's calendar brings with it. The picture subject is titled "Shasta of the Eternal Snows."

INDIANA RAILROAD RATES INCREASED

Class railroad rates in Indiana were increased 33 1-3 per cent., commodity rates 10 per cent., and iron and steel articles and livestock 16 per cent., by an order September 27th of the Indiana Public Service Commission. The new rates become effective October 1.

WANTS IN COOPERAGE LINES

Greenbush Manufacturing Co., Greenbush, Va., is in the market to buy pine staves.

Burbank Cooperage Co., 1232-42 Clara Street, New Orleans, La., is in the market for a good bolter.

H. T. Scarborough, Parksley, Va., is in the market for flat, bedded, joint or splice, iron hoops for slack barrels.

The Martin Brothers Barrel and Box Co., 39 Blucher Street, Toledo, Ohio, is in the market for second-hand barrels of all kinds.

Scott-Edwards Stave and Cooperage Co., Galax, Va., is in the market for a good second-hand outfit of stave and heading machinery.

Lorenz Benischek Cooperage Co., 1910 West 21st Street, Chicago, Ill., is in the market for Chicago tap bushings and bung bushings.

The Joseph Oker Sons Company, Cincinnati, Ohio, is in the market for an Oram or Holmes single stave jointer to joint staves from 30" to 34" in length.

North American Wood Products Corporation, 50 Union Square, New York, is in the market for tight and slack cooperage and cooperage stock for export.

WANTS WINE AND OLIVE OIL BARREL STOCK

Bencoe Lumber Co., Inc., 82 Wall Street, New York, is in the market for the following cooperage stock:

A. Complete Sets of Stave and Heading for Wine

Staves to be cylindrically sawn. Heading flat sawn. Both staves and heading to be KDJ. price white oak, free of all defects and sap.

Item 1. Staves $\frac{3}{4}$ x 20"—51" to the set; heading $\frac{3}{4}$ x 13" square.

Item 2. Staves $\frac{3}{4}$ x 24"—61" to the set; heading $\frac{3}{4}$ x 16" square.

Item 3. Staves $\frac{3}{4}$ x 32"—75" to the set; heading $\frac{3}{4}$ x 19" square.

Item 4. Staves $\frac{3}{4}$ x 38"—97" to the set; heading $\frac{3}{4}$ x 23" square.

B. Complete Sets of Staves and Heading for Olive Oil

Staves to be cylindrically sawn. Heading flat sawn. Both staves and heading to be KDJ, prime red oak, bright sap, no defect.

Item 5. Staves $\frac{3}{4}$ x 20"—51" to the set; heading $\frac{3}{4}$ x 13" square.

Item 6. Staves $\frac{3}{4}$ x 24"—61" to the set; heading $\frac{3}{4}$ x 16" square.

Item 7. Staves $\frac{3}{4}$ x 32"—75" to the set; heading $\frac{3}{4}$ x 19" square.

Item 8. Staves $\frac{3}{4}$ x 38"—97" to the set; heading $\frac{3}{4}$ x 23" square.

C. Complete Sets of Staves and Heading for Wine

Staves and heading to be flat sawn, edges straight sawn, KD or perfectly AD prime white oak, free of all defects and sap.

Item 9. Staves $1\frac{1}{4}$ x 46"—140" to the set; one heading $1\frac{1}{4}$ x 38" square, the other heading $1\frac{1}{4}$ x 35" square.

D. Complete Sets of Staves and Heading for Olive Oil

Staves and heading to be flat sawn, edges straight sawn, KD or perfectly AD prime red oak, bright sap, no defect.

Item 10. Staves $\frac{3}{4}$ x 46"—140" to the set; one heading $1\frac{1}{4}$ x 38" square, the other heading $1\frac{1}{4}$ x 35" square.

The quotations covering the desired staves and headings, if possible, should be f. o. b. New York, and should include export stenciling and bundling. The sets of staves and heading are to be securely bundled with strong wire. It is optional whether the heading is bundled with wire or securely strapped with band iron. Both staves and heading are to be stenciled with any mark which the Bencoe Lumber Co., Inc., may designate.

BOLZ COOPERAGE CORPORATION ARE PLANNING NEW STAVE PLANT

The Bolz Cooperage Corporation, the "Quality Tels" slack cooperage stock manufacturers of St. Louis, Mo., continue to move steadily forward in the matter of increasing manufacturing facilities to meet their ever growing business, their latest stave activities being the planning of a new plant to be located in Louisiana in close proximity to New Orleans.

W. T. MCGLONE NOW AT MCGLONE, W. VA.

W. T. McGlone, manufacturer of tight cooperage stock, is now located at McGlone, Monroe County, W. Va., to which address all orders and communications should be sent instead of to Morehead, Ky., as heretofore. As is well known to the trade, Mr. McGlone makes a specialty of sawed staves and is in a position to handle all orders for this kind of stock in a most satisfactory manner.

NEW ORLEANS REPORTS ON CHANGED CONDITIONS THROUGHOUT COOPERAGE INDUSTRY — FORMER LOW PRICES A THING OF THE PAST

Conditions in many lines have returned to normal, but the tight barrel stave section of this city will never be the same that it was prior to 1914. The changes have been so many and so great that the business there will never be the same. However, if the business of some firms has dwindled that of others has grown. The growth is especially noticeable among the firms engaged in exporting to Spain, the one wine-growing country in Europe that was not ruined by war. It is Spain that is now our best customer for wine cooperage stock.

The low prices we once knew for cooperage will never return, for stumpage can never be lower in price than at present, and so staves and heading can never again be cheap, and it will likely be a long time before the cost of labor is lower than at present.

Price Market Not Stationary

The trouble right now is, however, that prices are not stationary, but jump up and down. Sometimes staves are sold for \$40, and sometimes the price is up to \$45, or even \$48. Elm hoops, 6 feet 9 inches, sometimes sell for \$68.50 and sometimes bring as much as \$75. Likely as not the ordinary price for labor in making the barrel may jump from 16c up to 20c, which, in some shops is the common figure, so, to be really safe, you ought to sell your barrel for \$1.75 if you can get that much for it. Just at this writing a cooper would find the cost of making a barrel something like this:

Staves, 20 to 30 inches	.....\$0.80
Heading 19 1/4 inches	.....30
Hoops, wire and elm	.....19
Labor, making	.....16
	.....\$1.45

Add to this \$1.45 cartage and overhead, and you will have a basis on which to calculate your profits on a barrel that will sell for something like \$1.60.

Cubans Are Satisfactory Cooperage Customers

Several firms in this vicinity have done well exporting hoops to Cuba, but now Beck & Jones seem to have the lead in that business. They ship knocked down barrels only, using 30-inch and sometimes shorter staves, and find the demand is always good, and that the Cubans are satisfactory customers.

Their shop is at No. 600 North Rocheblave Street, and their firm name is one that carries weight in cooperage circles. Mr. Beck is the son of the *JOURNAL*'s old friend, the late Mr. C. F. Beck, and has been familiar with the barrel trade from his childhood. He is assisted by his associate, E. B. Peyronnin, Jr. Mr. Peyronnin is the nephew of that veteran cooper, the late L. A. Charbonnet, and so took to cooperage as naturally as a duck takes to water. Before joining forces with Beck & Jones he was for years manager of the John G. Moll Cooperage Company.

Most of the shops in this city, whatever their main business may be, also cater to the smaller retail trade, and will send out barrels in lots of five or ten, and this small trade really aggregates a considerable volume. Beck & Jones will not send out less than a full load of eighty barrels.

The 19 1/4" Sugar Barrel Head

They do a large business in sugar barrels for the country trade, and are now actively shipping to the out-of-town sugar mills.

A few years ago sugar barrels with 19 1/4-inch heads were the most popular, and only a few firms called for the 19 1/2-inch heading, but Mr. Peyronnin says that now that is reversed. The 19 1/4-inch head is in almost universal use for sugar barrels, and the 19 1/2-inch head is quite a rarity.

Additional Labor Always Welcome Down-South-Way

The city office of the Union Stave Co. is now in the Queen and Crescent Building, for Mr. Meyers has closed out his molasses business and devotes his whole time to the manufacture of cooperage stock, and certainly finds enough in that one line to keep him busy. As for the state of business he says they have as many good orders as the condition of the labor market will permit them to fill. There is no trouble about getting the business, the difficulty is in getting sufficient common labor to keep things going. They do keep their mill going, but doing this is no snap, and additional labor is always welcomed.

A representative of the Lucas E. Moore Stave Co. tells the same story of the labor condition. It is a constant struggle to keep a full crew. Applicants for

employment want office jobs, and common labor is hard to find.

The laborer who wants to better his condition, earn good pay and live in a country where he will not have to pay out half he makes for fuel to keep from freezing to death, could not do better than to come to New Orleans and get a job with some of our big cooperage concerns. No trouble to get in on this.

John Heyd has a well appointed shop about twenty-five blocks out the magazine car line, in convenient reach of his old friends and customers. He has a full equipment of machinery for the manufacture of tight barrels, but at present is working on slack packages only.

CHICAGO STOCK AND BARREL MARKET

The following price quotations on slack stock and barrels, received September 20, approximates the general market at this time, even though "some may be a little high and others a little low," according to the *JOURNAL*'s correspondent:

No. 1. 28 1/2-in. elm staves	.....\$38.00
No. 1. 28 1/2-in. elm staves	.....35.00
No. 1. 28 1/2-in. cottonwood staves	.....36.00
No. 1. 28 1/2-in. sycamore staves	.....35.00
No. 1. 30-in. elm staves	.....38.00
No. 1. 30-in. ash staves	.....50.00
No. 1. 29-in. ash staves	.....50.00
No. 2. 28 1/2-in. elm staves	.....25.00
No. 2. 29-in. ash staves	.....23.00
No. 2. 30-in. ash staves	.....23.00
No. 2. 30-in. gum staves	.....24.00
No. 2. 30-in. elm staves	.....25.00
M. R. 28 1/2-in. (6-2-in.) fruit barrels	.....30.00
M. R. 30-in. gum staves	.....35.00
M. R. 34-in. M. T. staves	.....20.00
3-ft. 8-in. coiled elm hoops	.....22.00
4-ft. coiled elm hoops	.....22.00
4-ft. 4-in. coiled elm hoops	.....25.00
5-ft. coiled elm hoops	.....35.00
5-ft. 6-in. coiled elm hoops	.....60.00
6-ft. coiled elm hoops	.....62.00
6-ft. 6-in. coiled elm hoops	.....65.00
6-ft. 9-in. coiled elm hoops	.....65.00
M. R. 17 1/2-in. gum heading	.....21c.
No. 1. 17 1/2-in. gum (flour barrel) heading	.....25c.
No. 2. 19 1/2-in. gum heading	.....17c.

Slack Barrel Market, New

No. 2 apple barrels, wood hoops	.....\$1.50
No. 2 apple barrels, M. R. wood hoops	.....1.60
No. 2 apple barrels, wire or steel hoops	.....1.40
No. 2 apple barrels, M. R. wire or steel hoops	.....1.50
Sugar and flour barrels	.....\$1.80 and up
No. 2 sugar barrel size	.....\$1.50

ST. LOUIS COOPERAGE STOCK MARKET

The following price quotations covering the St. Louis slack stock markets, and received September 20, are f. o. b. mills:

No. 1. 28 1/2-in. elm staves	.....\$38.00
No. 1. 28 1/2-in. elm staves	.....36.00
No. 1. 28 1/2-in. cottonwood staves	.....37.00
No. 1. 30-in. elm staves	.....38.00
No. 1. 30-in. ash staves	.....52.00
No. 1. 24-in. mixed timber staves	.....29.00
No. 2. 28 1/2-in. elm staves	.....28.00
No. 2. 29-in. ash staves	.....25.00
No. 2. 30-in. ash staves	.....25.00
No. 2. 30-in. elm staves	.....26.00
No. 2. 30-in. elm staves	.....26.50
No. 2. 24 1/2-in. mixed timber staves	.....17.00
M. R. 28 1/2-in. (6-2-in.) fruit bbl.	.....28.00
M. R. 30-in. gum staves	.....32.00
M. R. 34-in. M. T. staves	.....40.00
3-ft. 8-in. coiled elm hoops	.....25.00
4-ft. coiled elm hoops	.....26.00
4-ft. 4-in. coiled elm hoops	.....28.00
5-ft. coiled elm hoops	.....35.00
5-ft. 6-in. coiled elm hoops	.....57.00
6-ft. 6-in. coiled elm hoops	.....58.00
6-ft. 9-in. coiled elm hoops	.....60.00
M. R. 17 1/2-in. gum heading	.....61.00
No. 1. 17 1/2-in. gum (flour bbl.) heading	.....22c.
No. 1. 19 1/2-in. gum heading	.....30c.
No. 2. 19 1/2-in. gum heading	.....20c.
M. R. 18 1/2-in. gum heading	.....23c.
No. 7. 14 1/2-in. gum heading	.....24c.
No. 2. 17 1/2-in. gum heading	.....19c.

Memphis Reports Good Logging Weather

September presented a variety of weather in the Memphis territory, opening with unprecedented rainfall, amounting to ten inches in a few days, the greatest in fifty years. Yet the last half of the month has been full of sunshine, like October days, and manufacturers and other tradesmen have seized upon it to get stock manufactured and hauled. The slack cooperage trade is a little quiet compared with the activities of several weeks ago, still, between now and the holiday time a renewed rush is expected by every one.

Milling-in-Transit Privilege Will Mean Big Saving for Southern Markets

Tight stave operators, while the sun shines, are getting out bolts and clamoring for cars. As to the car situation, it may be said that it is improved on most of the lines. Stock prices continue firm, and there is some export trade. The lumber market relaxed somewhat several weeks ago, but it begins to look as though Memphis and Louisville would get a restoration of the milling in transit privilege, which will mean great things for this market, some think millions of dollars of new capital, to say nothing of the tremendous investments already here in wood-working products.

Soft Drink and Other Lines of Manufacture Fill Prohibition Gap

V. W. Kraft, secretary of the Associated Cooperage Industries of America, was in Memphis during September, being at the Gayoso Hotel for several days. He attended a meeting of the hoop group and other business conference. Secretary Kraft thinks the cooperage interests are beginning to recover from the injuries due to prohibition, the soft drink and other manufacturing lines taking up the labor, utilizing the machinery to a certain extent, and gradually working out the economic losses incident to the great sweep waves which immediately followed the enactment of prohibition legislation.

The Stock Market

Stock quotations on the Memphis market at time of reporting (September 24) are as follows:

No. 1—28 1/2 and 30-inch gum staves	.....\$35.00
No. 2—28 and 30-inch gum staves	.....24.00
Mill run, 34-inch gum staves	.....36.00
Mill run fruit staves	.....26.50
No. 1—Half-barrel staves	.....26.00
No. 1—19 1/2-inch gum heading	.....26c.
No. 2—19 1/2-inch gum heading	.....17 1/2c.
No. 1—17 1/2-inch gum heading	.....24 1/2c.
No. 2—17 1/2-inch gum heading	.....16c.
Mill run, 17-inch gum heading	.....21c.
6 ft. x 9-inch coiled elm hoops	.....\$37.50
6-ft. coiled elm hoops	.....55.00
5 ft. x 6-inch coiled elm hoops	.....53.50
5-ft. coiled elm hoops	.....30.00
4 ft. x 4-inch coiled elm hoops	.....22.50
4-ft. coiled elm hoops	.....20.00
3 ft. x 4-inch coiled elm hoops	.....17.50

Personal and News Briefs of the Southern Trade

J. C. Pennoyer & Co., eighteenth floor of the Exchange Building, Memphis, state that they are getting out a new machinery catalogue covering the matters of tight and slack barrel and heading machinery as handled by their machinery department. This catalogue will be distributed to the trade on request as soon as completed. Manager C. H. Wright reports business in all departments as active.

J. McN. Wright, of the Wright Barrel and Export Company, Jacksonville, Fla., handling a wide range of cooperage, is on a trip to New York City.

W. P. Tonnig, of the Lucas E. Moore Stave Company, New Orleans, has gone on a vacation trip to Asheville, N. C., and while away will visit the New York office of the firm and several of the eastern cities.

At New Orleans a strike of the stave pilers in the export yards along the river front has kept them idle since the first of the month. The men wanted an increase of wages from 50 cents to 60 cents an hour. Shipments from the interior were stopped and many cars were left lying on the tracks. The question is now under negotiation and an early settlement is hoped for.

Ray Ulrey, manager of the Memphis office of Grisamore-Hyman Company, Central Bank Building, says that while the market has not been quite so active on slack cooperage during the last few weeks, the rush which the manufacturers found themselves in heretofore has made the present lull acceptable. Mr. Ulrey says slack stocks have been reduced to a minimum, and that prices hold firm except on hoops, which are slightly off.

Louisville Reports Excellent Business in Tight Lines—Slack Lines Feel Effects of Existing Price Conditions Which Are Adjusting Themselves

Demand for tight cooperage continues very active, leading barrel manufacturers reporting excellent business as a whole, with demand coming from various lines. The vinegar and pickle people have been active this fall, while there is good business from food product houses, oil concerns, paint and varnish houses, and other consumers using tight cooperage.

The Tight Barrel Market—New and Second-Hand

Prices of tight barrels are slightly higher as a result of increased freight rates and high prices paid for labor. Six-hoop barrels, red oak, oil, advanced 50 cents to \$5 per; wine barrels remained steady, at \$8.50; white oak oil barrels, \$5.25; gum, \$4.25. Thirty-gallon halves, oil, \$3.50; spirit, \$4.50; gum, \$3; second-hand whiskey barrels, \$6; shaved out, \$7.50; second-hand oil, \$3.25; glucose, \$2.50 and \$2.75; kegs, red oak, five-gallon, \$1.40; ten-gallon, \$2; 15-gallon, \$2.35; 25-gallon, \$3.25.

Tight Stock Market Steady

The tight stock market shows no material change, white oak staves being quoted at prices ranging from \$95 to \$105 per thousand, good stock selling up to around \$110 to \$115, and red oak at \$10 to \$15 less in oil, while spirit staves are reported as selling up around \$150 to \$175. Heading prices are not available at this time.

Decreased Lumber Demand Makes Prospects Brighter for Better Cooperage Stock Production

The general market on tight staves and heading is strong, due to the fact that demand has been greater than production in many instances, and manufacturers who also operate barrel plants have been using up their production in many instances, without having any surplus for the open market. Again, many mills which produce lumber as well as staves and heading, have been producing lumber principally in order to catch up with depleted yard stocks. Now, however, that there is no great demand for lumber, and a good demand for cooperage, prospects are for better production of cooperage stock.

Second-Hand Tight Barrel Market Very Active

Second-hand tight cooperage continues in very active demand, especially empty whiskey barrels, which are bringing good prices. High prices and shortage of spirit stock is having much to do with the good prices secured for old whiskey containers. Bottling houses have been operating at a full capacity in bottling whiskey from bonded warehouses, with the result that there has been a fair amount of such cooperage available.

The Slack Barrel and Stock Market

The slack cooperage trade of Louisville is feeling the effects of high-priced staves and heading, and costly barrels. The result of high prices in slack lines has been increased packing in cotton, boxes, paper, etc., as, according to some of the cooperage houses, consumers will not pay the prices asked for slack barrels. It has also resulted in larger movement of some lines in bulk car lots.

It is held that unless slack stave, heading and hoop prices decline, and leave a more reasonable differential between wooden barrels and other forms of containers, the slack barrel trade will be injured, which injury will in turn affect slack stock manufacturers. Figuring present costs of labor and timber, stock prices are necessarily high, of course, but higher, in many instances, than stumpage costs appear to warrant. The barrel manufacturers, facing the high cost of material and labor, are working on no large margin of profit, especially in view of increased overhead as a result of reduced demand.

This Should Not Be

That this condition of the slack market as outlined is true is shown on every side. Today sugar is largely packed in cotton and paper. Apples are shipped in bulk. Flour in cotton and paper. Cement principally in paper. Fertilizer in bags. Potatoes in bags or bulk. Onions and onion sets in bags. In many industries less and less packing is done in slack barrels. This should not be. As to ruling slack stock prices No. 1 grade staves are quoted at \$35 to \$40 a thousand; No. 2 grade, \$31 to \$33; heading, No. 1, 30c a set; No. 2, 20c; mill run, 22c. Hoops are weaker, being quoted at \$60 a thousand, instead of \$70.

Slack barrels are quoted at \$1.30 to \$1.40 for produce, and \$1.40 to \$1.50 for flour. Sugar size packing made of

No. 2 grade stock are selling at the same price as produce barrels, or from \$1.30 to \$1.40.

Apropos the New Freight Rate Increases

It is claimed that the increase in freight rates will not hit Louisville houses as hard as many others, due to several factors. First, the increase is but 25 per cent. south of the Ohio, as against 40 per cent. north. As Louisville concerns produce all of their raw material south of the Ohio, raw stock carries only the 25 per cent. increase inbound, but, of course, on north and east-bound stock and barrels the advanced figure enters. In exporting through the southern ports there is an advantage, however.

Milling in Transit Privilege Granted Louisville Manufacturers

News was received in Louisville a few days ago to the effect that the Interstate Commerce Commission, through the Southern Freight Rate Committee, Atlanta, had given the milling in transit privileges on lumber, cooperage stock, etc., at Louisville. The Chess & Wymond Company, and several lumber companies were behind the fight for this privilege, which has been badly needed for years, as other cities had an advantage in being able to draw from small mills, yard, grade, finish and re-ship on through rates, as against local rates paid by Louisville handlers. The fight for Louisville was made through the Louisville division of the Southern Hardwood Traffic Association.

Louisville Cooperage Co. Purchases New Timber Tracts

A recent report was to the effect that the Louisville Cooperage Company had paid \$32,000 for additional timber in the vicinity of Blakey, Ky., where the company is operating stave mills. The company has no plans for enlargement of development in that district, but merely purchases additional timber now and then, as it moves its mills forward from cut-over land. Its new mills in Louisiana are its chief producers, and are operating on a very fair production basis as to business. W. N. White, of the Louisville Cooperage Company, reported very satisfactory conditions as a whole. The stave and heading, as well as the tie mills of the company, are running on a good basis, according to Mr. White, while the local barrel and keg plants are good and busy.

Trade Notes

The J. D. Hollingshead Company, W. S. Henry, manager of the local plant, reports that business is quiet, although there is some demand for apple and flour barrels, but demand is limited as a whole, and movement at this time being much lighter than normal. E. O. Smith, of the Smith Cooperage Company, who is just back from a short vacation spent at his farm near Livermore, Ky., where the company formerly operated stock mills, reports that consumers are not paying the prices, and prefer shipping in bulk or other containers. There seems to be a lack of demand for apples this year, resulting in a light early movement.

A. Herb, of the Atlantic Tank and Barrel Company, was in Louisville for a few days recently, calling on the Louisville division of the company. A. E. Scott, local manager, has returned from a trip east.

Sam Russell, of the Russell Stave Company, was recently in Louisville, calling on his brother, Frank Russell, and going on to Chicago for a few days on business.

ARE RE-BUILDING BURNED PLANT

The C. H. Wright Stave Co. at New Albany, Miss., has started rebuilding its stave plant which recently burned, entailing a loss of \$10,000. The new plant will be modern in every way.

HAS INCREASED TIGHT STOCK OUTPUT

With the operating of his new tight stave and heading mills at Hickory Flat, Miss., W. S. Hinzie, of Memphis, Tenn., has increased his output considerably. Mr. Hinzie also operates at Cotton Plant, Ark.

W. B. BYNUM IS RESTORING DERMOTT PLANT

W. B. Bynum, of Dermott, Ark., is restoring that portion of his tight barrel heading factory and stave plant which was destroyed by fire a few weeks ago. Mr. Bynum had a very fine plant at Dermott and the fire loss is to be much regretted. The loss was fully covered by insurance, however.

CHESS & WYMOND COMPANY HAS SHOWN COM- MENDABLE AND WIDE-REACHING BUSINESS ACTIVITIES IN DEVELOPING EXPORT COOPERAGE TRADE

A Louisville newspaper recently named the Chess & Wymond Company, of that city, as being among the number of Louisville concerns which were making a drive for export trade. In a recent issue of the *Board of Trade Journal*, of Louisville, covering the work of the Export and Import Committee, and division, information concerning several concerns interested in exporting was given, among which information was the following touching the export activities of Chess & Wymond Company:

"We have secured from practically all foreign countries first-hand information regarding the demand and possibilities of the sale of barrels," says J. R. Williams, of the Chess & Wymond Company. He points out that export business is growing rapidly each year and expresses the hope that before long it may be made possible to finance this business through Louisville banks, instead of those in New York. The Chess & Wymond Company manufactures barrels, kegs, shoos, staves and heading, which it exports to England, France, Spain, Portugal, Italy, Algeria, Morocco, China, Argentina, Jamaica, Martinique and other West India islands.

"It may be possible in the near future," it says, "that we shall manufacture the Barrique Bourgoyne and the Demi-Muid, which are largely used in French Africa and the Madeira Islands. We are also contemplating the manufacture of the Liverpool palm oil shoo, which is used in India, Australasia and Africa."

STEAMER BRINGS FLY CARGO—WHY NOT USE BARRELS, ASKS G. P. CLERIN

Under date of August 31st, G. P. Clerin, 193 East 17th Street, Portland, Oregon, sent the *JOURNAL* the following clipping taken from *The Morning Oregonian* of that date. The clipping, under the caption "Steamer Brings Fly Cargo," says:

"Millions of Manchurian flies, which have been swarms on the steamer West Nomentum of the Columbia-Pacific Shipping Company's North China line, will meet an untimely fate this morning when the vessel undergoes fumigation before loading for the return trip across the Pacific."

"As reported by officers of the West Nomentum, the flies were first encountered in large quantities when the vessel put into Dairen, Manchuria, on her last voyage to fill her tank with soya bean oil. Apparently living and thriving on the vegetable oil, which is stored in enormous quantities at Dairen, the flies were so thick at that port and took such complete possession of the West Nomentum, her officers report, that the steel and woodwork were completely hidden by the myriad of little black bodies."

"When the West Nomentum left Dairen, she carried a full complement of flies with her. The buzzing, which has persisted to this day in the hold of the vessel, will cease, however, when the formaldehyde fumes get in their work. The West Nomentum finished discharging last night."

"The imported fly is not to be distinguished from the familiar home-loving species of this country."

In commenting on the cargo of flies, Mr. Clerin, who is an old and well-known cooperage man, says:

"Think of oil used as a food product coming over in tanks contaminated with poisonous flies. This article could be used to influence the use of new, clean barrels, the most sanitary container in the world."

MYERS STAVE AND MANUFACTURING CO. INCREASE CAPACITY OUTPUT

According to J. R. Myers, manager of the Myers Stave and Manufacturing Company, Piggott, Arkansas, the company's new tight-barrel stave plant at that place is about ready to start operation, and with the new plant running their output will be considerably increased.

The Myers Stave and Manufacturing Company manufacture kiln-dried and jointed tight-barrel staves. More than \$25,000 worth of stave lumber has been purchased by the company within the past five weeks for their new plant, which supply of lumber it is estimated a month's running will practically exhaust.

WILL SELL "COOPERAGE STOCK THAT SATISFIES"

Henry Winsansky, Boston, Mass., has resigned his position as sales manager with the Brooklyn Cooperage Company, New York, and has established himself at 33 Davison Street, Boston, where he has engaged in the cooperage stock business. Mr. Winsansky will not only handle domestic business, but will handle shoos for export as well. Planning to sell only "cooperage stock that satisfies," Mr. Winsansky, with his knowledge of salesmanship, should soon establish a good trade.

Since
1875
Manufacturers
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High-Grade Apple Barrel Stock

STRAIGHT AND MATCHED CARS

BOLZ COOPERAGE CORPORATION

MILLS IN
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FORTY YEARS IN THE BUSINESS

Wm. H. Coleman Co.
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TIGHT
BARREL
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Red Oak, White Oak and Ash
from 9" to 23" in diameter
of the best quality

Write us when in the Market



WARRIOR
HEADS

means PINE HEADING
properly made from
Southern Pine by men
who know how

Powell Cooperage Co.

Cooperage Stock

MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches



Use the "Acorn" Grade

The E. A. Parker Stave Co.
BENTON :: :: ARKANSAS

We Manufacture Tight Barrel Staves

Kiln-dried, Jointed and Bundled

THE KIND YOU WANT

FIVE ARKANSAS MILLS—BENTON, CARTHAGE, FULTON, LAWSON AND HASKELLS



IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR THE BEST CONTAINERS

"THE LIABLE"

WOODRRELS

ORAM STANDARD DRIVING MACHINE

Simple—Durable

Capacity—as fast as you handle. 600 to 1,000 pkgs. per day of 10 properly driven



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GEAR FEED HEADING PLANER



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All kinds, for all size packages



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YEARS
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We have ready to load:

One car M. R. 34" Pine Staves, $\frac{3}{8}$ " thick, $\frac{3}{8}$ " bilge, at the Virginia Mill.
Three to five cars 28½" Sawed Poplar and Chestnut Staves, $\frac{3}{8}$ " x $\frac{3}{8}$ " bilge.

Several cars good M. R. 17½" Gum Apple Barrel Heading.
Several cars No. 1, 17½" and 19½" Gum Heading.
Several cars M. R. Alabama Pine 17½" and 19½" Heading.
Several cars No. 1 Elm and Gum Staves, also No. 2's.
Several cars Gum 28½" Fruit Staves, 6 to 2.
3,800 sets M. R. Pine, 22", $\frac{1}{2}$ " thick, Slack Tierce Heading.

Write us for prices to-day

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HARDWOOD LUMBERMEN DISCUSS CLEANING-UP SMALL TIMBER BY INSTALLING STAVE PLANTS

A meeting of undoubted interest to the cooperage stock manufacturing trade was that of the Southwestern Hardwood Manufacturers' Club, held in New Orleans, September 9th, for the following report of which meeting due credit is given our esteemed contemporary, *The Lumber Trade Journal*.

The September meeting of members of the Southwestern Hardwood Manufacturers' Club in New Orleans on September 9th was not only well attended, but was one of the best and liveliest meetings yet held. It was held at the Lumbermen's Club and officers of the club were warmly commended for the excellent quarters provided. The next meeting is to have a set program arranged, a committee being appointed to arrange the subject matters that will be discussed. It is hoped to have at least fifty manufacturing concerns represented, and a special effort will be made to that end. Louisiana, Texas and Mississippi were the States represented at the meeting last week. Those members not attending missed a golden opportunity to acquire a wealth of information of great value to them in many ways.

Two Big Problems Discussed

The two big problems discussed were the branding of lumber and whether or not it would be profitable for a hardwood manufacturer to put in a stave plant in connection with his operation. The purpose of the stave plant would be to cut that timber under 13 inches in diameter and which is unsuited in the production of commercial lumber. Both brought a wealth of discussion and produced much information of real value to those seeking enlightenment.

Frank L. Adams, treasurer and general manager of the Newell Lumber Company, of Eunice, La., and president of the club, was in the chair and he kept things going in a lively manner. Armour C. Bowen, of the Southern Hardwood Traffic Association, acted as secretary.

Stave Plants to Take Care of 10, 12 and 13-inch Logs

Following the call to order, President Adams stated that he had been asked to take up the matter of a stave plant at the back of the mill to take care of 10, 12 and 13-inch logs cut in the general process of clearing lands for agricultural purposes. There were many complaints of commercial lumber cut from such small logs, and especially in gum.

Charles Davidson, of the Creston Hoop Company, Alexandria, La., said he heard of a stave company purchasing a tract of cut-over lands at \$20 per acre, so that there evidently was money in the stave business. Said he could speak for the hoop business, and that while at times demand was good, the owner would wake up many mornings with no market for his product and an inability to even give them away.

F. E. Porter, of the E. L. Hendricks Lumber Company, Jackson, Miss., said his company worked up its small timber into ties and other commercial lumber through the use of portable mills.

Mr. Davidson said his company put cutters on all their small timber on lands they were clearing as they logged.

P. Bass, of the Black River Lumber Company, Willets, La., said his company cleaned up as they went along, but was not in a position to state what was done with the smaller timber.

Bruce Neely, of the Desha Lumber Company, Providence, La., said his company cut all timber 14 inches and up to the big saw and the smaller stuff was worked up into staves.

C. L. Faust, of the Faust Bros. Lumber Company, Jackson, Miss., said he sold his small timber to stave manufacturers and he had noticed they made more money out of the staves than he had out of the larger timber he cut from the same lands. From what he was able to ascertain the proper thing to do was not to put the stave plant at the rear of the sawmill, but to put the sawmill plant behind the stave mill.

J. N. Thompson, of the Natallany Lumber Company, Hammond, La., said his company was preparing to engage in the manufacture of staves, lath and shingles from its smaller hardwood stumpage, but until they actually engaged in such manufacture it was impossible to state just what the results would be.

Branding Lumber

President Adams took up the branding of lumber, and said it was really a matter of importance to manufacturers, and he was a believer in it as the individual branding of lumber would have a tendency to reduce the making of claims on the part of many buyers. The question was discussed at length, after which discussion the meeting adjourned to the second Thursday in October.

HELP! SEE WHAT WAR HAS DONE TO EXPORTS

Economic confusion that arose from the war has not yet come to an end. Scotland has recently bought steel rails in the United States. American coal has this summer been carried across the Atlantic to England, where the vessel took on board Welsh coal with which to make steam for the rest of the voyage to northern Europe. England faces a ration of butter at the rate of an ounce a week, while the Danish butter, which normally goes to its markets, crosses the ocean to New York harbor. Denmark, too, has its causes for complaint; needing coal, it has lately gone all the way to the other side of the world for it, making a contract for coal from Chinese mines.

Meanwhile, a cargo of news-print paper is on the way across the ocean to New York from Germany. In Argentina, the price of bread has gone to such a point that the government is negotiating with European countries in an attempt to buy back Argentine wheat.—"The Nation's Business."

EXPORTS OF WHEAT INCREASE IN AUGUST

Wheat exports increased in August over July, the Department of Commerce's monthly detailed statement of exports showing that 27,569,982 bushels were shipped out of the country last month, as compared with 23,839,541 in July.

Flour exports, however, dropped last month, the total for August being 1,106,707 barrels, as against 2,403,822 barrels in July.

Cotton shipped out of the country in August totaled 145,668 bales, valued at \$28,051,552, compared with 479,058 bales, valued at \$81,342,841 in August, 1919.

Exports of meat and dairy products in August totaled \$24,257,578, against \$85,996,713 for the same month a year ago.

Mineral oil exports in August totaled 248,648,813 gallons, against 181,438,064 in August, 1919.

GREAT BRITAIN FRUIT AND PRODUCE FIRMS AMALGAMATE

Announcement is made of the formation of a consolidated concern under the name of the Fruit & Produce Exchange of Great Britain, Ltd., which has offered 300,000 8 per cent. £1 cumulative participating preference shares for subscription at par. The nominal capital is £1,250,000, and if all negotiations be completed, some 17 firms will be merged. It is proposed by combination to avoid payment of many commissions and intermediate profits, to facilitate economical and direct distribution, to adopt bulk buying, to pool all empties and containers under one brand, to establish more direct relations with growers and packers in the United Kingdom and abroad, to extend existing agencies in America, South Africa, Egypt, Palestine, Greece, France, Italy, Spain, Portugal, Holland, Belgium, Denmark, Norway and Sweden, and to form subsidiary companies in America and Australia.

The advantages which the exchange claims will follow from its operations include (a) the benefit to the retailer, who will be placed in more direct communication with the grower, and the improvements that will result from the conveyance to produce direct from growers to local distributors; (b) benefit to the consumer by the elimination of intermediate charges; and (c) benefit to the grower through being brought into closer touch with the consumer.

YORK COUNTY FRUIT GROWERS' ASSOCIATION ORGANIZED

Information, secured from John C. Schmidt, proprietor of "Springwood Farms," York, Pa., upon which the monument to the York Imperial Apple is erected, is to the effect that they have organized the York County Fruit Growers' Association. Mr. C. P. Kibbler, 573 West Market Street, York, Pa., is president of the new growers' association, and Mr. George H. Weber, county agent, is secretary.

MICHIGAN'S APPLE YIELD WILL BE 2,000,000 BARRELS

Michigan orchards this year will produce 2,000,000 barrels of apples, about double the 1919 yield, according to the August estimate of Prof. L. R. Taft, Detroit, Mich., State Inspector of Orchards, issued under date

of August 14th. Prof. Taft estimates the commercial apple prospects at about 70 per cent. of a full crop, the best showing Michigan has made in years.

BETTER GROWERS WOULD HAVE SUGAR MILLS

Keen interest is being evidenced by sugar-beet growers in various sections of the country in the possibility of producing their own sugar on the farm by some simple process, or of establishing and operating their own sugar mills. Owing to the scarcity and high price of sugar, numerous inquiries on the subject are being received by the Bureau of Plant Industry of the United States Department of Agriculture.

Factors to Be Considered

According to specialists of the bureau who have made a close study of all phases of beet-sugar production, there are several fundamental features to be taken into consideration in the establishment and operation of sugar mills. In the first place, no simple or inexpensive method of making sugar from beets on a home or small scale has been devised. Therefore a fully equipped sugar mill is necessary in producing sugar from beets. The smallest beet-sugar mill, say the bureau specialists, to be successful should slice not less than 500 tons of beets a day for a period of 100 days each year. Since the average yield of beets in the United States is 10 tons per acre, not less than 5,000 acres of beets must be grown annually for each mill of this size. A smaller acreage would probably cause the mill to operate at a loss under normal conditions. There is almost always a larger or smaller loss of beet acreage during the season in every community where beets are grown; hence, in order to bring 5,000 acres of beets to maturity, it would be wise to plant about 5,500 acres. In order to insure the production of from 5,000 to 6,000 acres of beets annually in a given beet area, there should be available in that area at least from 15,000 to 20,000 acres of good beet land, so that proper crop rotation can be practiced. This acreage should be so located that from 25 per cent. to 50 per cent. of the beets grown can be delivered at the sugar mill by wagons, and the remainder of the beets should have a freight haul of less than 100 miles, in order to avoid heavy freight charges.

Initial Costs High

The construction and equipment of a mill of 500 tons' slicing capacity would cost, under present conditions, approximately \$750,000. This is about 50 per cent. above pre-war costs, owing to the increased price of materials and the higher scale of wages. In addition to the initial cost of the mill, approximately \$500,000 of working capital would be required in cash for overhead charges and operating expenses until returns can be expected from the sale of the sugar.

Probably the most important of the other items to be taken into account in the operation of a beet-sugar mill would require about 100,000 pounds of seed annually mill would require about 100,000 pounds of seed annually to insure the production of sufficient beets for a 100-day run. Sugar-beet seed of good quality has been produced in the United States each year for several years, and those who are considering the erection of beet-sugar mills should look into the possibilities of producing their own seed. This minimum-sized mill would require, in addition to its permanent employees, about 300 workmen for the operating period, and a good supply of pure water, high-grade lime rock, and plenty of coal for fuel, besides numerous other supplies.

LATEST COOPERAGE NEWS

The Vail Cooperage Co. at Jones, La., is cutting slack barrel staves at that point.

The Tensas Cooperage Co., at Soudheimer, La., is operating a mill at that place.

The Alabama Stave Co., at Birmingham, Ala., has increased its capital stock from \$15,000 to \$150,000.

A \$1,000,000 cooperage plant will be erected at Baltimore, Md., by the Coca-Cola Company, of Atlanta, Ga.

The boat "Percy Swain" was recently purchased by the Tennessee Hoop Co., of Memphis, and cleared the week of September 18th from Memphis. With two empty barges she took to the upper bends for logs.

With a capital stock of \$50,000 the Waco Cooperage Manufacturing Co., Waco, Texas, was recently incorporated. The new company will manufacture barrels and other wooden containers.

The Pekin Cooperage Company, Pekin, Ill., has increased its preferred stock from \$1,000,000 to \$2,500,000, of which \$2,000,000 is issued. Common stock has been increased from \$1,000,000 to 26,000 shares, no par value, of which 20,000 shares are issued.

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MEMPHIS, TENNESSEE
MOBILE, ALABAMA

WITH THE BUFFALO TRADE

The demand for slack cooperage stock is not active, and country coopers are discouraged because of the low prices prevailing on apples. Every grower has plenty of fruit this year, but barrel prices have been so high that many have felt that they could not pay them. The expense of picking has also been high. It is likely that more apples than usual will go to the cider mills this year than ever before, and the apples going into barrels will be only the choice ones.

What It Costs to Grow and Pick a Barrel of Apples

The State College of Agriculture has been tabulating figures to show what it costs to grow apples. It has found that it takes the labor of one man for about two and a half hours to grow and harvest a barrel of apples, and to this is to be added the cost of barrel and other items. Picking is likely to cost 34 cents a barrel this year, plus the board of the pickers. Altogether, the college says, the farmer should receive about \$6.63 a barrel for grade A Baldwins. The estimate of the cost of barrels is \$1 to \$1.50. The former figures are altogether too low.

At present the highest quotations for summer and early fall apples is \$1 to \$1.50 per bushel wholesale, which is considerably less than the apparent cost of them. These apples, of course, will not keep, and unless a scarcity prevails, are not as high as winter apples. So the situation from the apple-grower's viewpoint is discouraging, and apple barrel trade will not be as large as was hoped for.

Looks for a Late Barrel Rush

As one cooperage authority expresses it: "Farmers could get all the barrels they want if they would order, but they are afraid to pay \$1.50 to \$1.65 each when they do not know about the price of winter apples and when the buyers of apples are not showing up. I believe there will be a rush for barrels this fall, and should buyers pay \$4.50 to \$5 for winter fruit, the growers could not get barrels enough."

Millers Look for No Active Flour Buying During Remainder of Year

Slow times are prevailing in the flour trade, and a steadily declining market in wheat makes everybody cautious. When wheat drops as much as nine cents in a day it surely confirms the opinions of flour buyers that the market is in for a depressed period, and if they have any flour orders placed they are likely to cancel them. Millers do not look for any active flour buying during the remainder of the year.

The Slack Stock Market

Some declines have been shown in slack stock prices during the past month. Hoops are quite a little lower, but these prices are still so high that buyers are inclined to hold off. Quotations on cooperage stock, f. o. b. Buffalo, are now about as follows:

No. 1, 30-inch elm staves.....	\$42.00 to \$43.00
No. 2, 30-inch elm staves.....	28.00 to 29.00
No. 1, 30-inch gum staves.....	38.00 to 40.00
No. 1, 28½-inch elm staves.....	41.50 to 42.50
No. 1, 28½-inch gum staves.....	35.00 to 37.00
No. 2, 28½-inch gum staves.....	28.50 to 30.00
Mill-run, 28½-inch gum staves, fruit.....	30.00 to 32.00
No. 1, 19½-inch hawsswood heading.....	30 to 32c
No. 1, 17½-inch gum heading.....	28½ to 29c
No. 1, 17½-inch hawsswood heading.....	25 to 26c
No. 1, 17½-inch gum heading.....	21 to 22c
Six-foot hoops; six-foot-nine hoops.....	\$60.00 to \$63.00

Vinegar and Cider Markets Slump

Vinegar barrels are quoted at \$3.50 to \$4. A member of the trade says that the vinegar outlook is poor, and that a terrific drop has occurred in prices, as well as in sweet cider. The latter has been selling at 35 cents a gallon wholesale, but it is now possible to buy for 25 cents.

Apples Barred Out of Storage Because of Surplus of Meat, Says W. G. Pennypacker, Jr.

W. G. Pennypacker, Jr., states that his southern mills have been unable to turn out much stock of late, owing to high water. He reports much dullness in the apple barrel trade, and in some sections apples cannot be put in storage, because the storage plants are filled with meats.

Plenty of Apples, But How to Get a Good Price for Them Holds Up Farmers' Barrel Orders, Says Jackson & Tindle

Jackson & Tindle report that there is plenty of fruit, but the trouble is to get a good price for it. Farmers are holding off on buying barrels, owing to the uncertainty of apple prices. Stock prices, except hoops, are not showing much change from a month ago. Shipments are moving a little better on the railroads.

Flour Barrel Business Light

The Quaker City Cooperage Company states that flour barrel business is light, with the mills running less actively than usual at this time of year.

Edward B. Holmes Selected as Presidential Elector

The Republican State Committee has confirmed the selection of presidential electors for western New York, as made by the informal convention at Saratoga. Edward B. Holmes, president of the E. & B. Holmes Machinery Company, is elector for the Fortieth Congressional District.

Miss Harriet Mary Tindle a Bride

Miss Harriet Mary Tindle, daughter of Frank T. Tindle, member of Jackson & Tindle, was married at the family home on September 8th, to Edwin Crawford Kemble, of Cambridge, Mass. The ceremony was performed by the Rev. Frederick H. Coman, D.D. Miss Mildred Tindle, sister of the bride, was maid of honor, and Arthur Kemble, brother of the bridegroom, was best man.

Death of John F. Little

John F. Little, a resident of Lockport, N. Y., and Niagara County for 70 years, died at the home of his daughter, Mrs. Edith Parker, of Beltsville, Md., a suburb of Washington, September 8th, aged 83 years. He was an uncle of George W. Little, of the Jackson & Tindle office, and Alfred Little, of the Niagara Cooperage Company, Lockport. Years ago Mr. Little made staves and heading on the Eighteen Mile Creek, Lockport, and he was also in the flour business some years ago with Gibson Arnold. Afterwards he had a mill at Middleport, which he sold to the Federal Milling Company. He was a supervisor and also a member of Assembly. The funeral services were conducted by the Odd Fellows, of whom he was the oldest local member, having been connected with the organization over 61 years.

SAN FRANCISCO BARREL MARKET

Recent report covering the San Francisco barrel market quoted standard slack barrels, sugar barrel size and quality, at \$1.50, and 50 gallon fir barrels at \$4.05. Price quoted F. O. B. San Francisco.

ST. LOUIS SECOND-HAND BARREL MARKET

BRUECKMANN COOPERAGE CO., CARL DE BRESMAN, MANAGER, ST. LOUIS, MO., reports that right at this time of writing (September 20) we are certainly not complaining of the second-hand barrel market conditions, as they go to make for business. We have all that we possibly can handle, if we do not take an order for the next six months to come. We anticipated prices dropping a little, but just the opposite has happened, prices have advanced rapidly.

We have sold all the whiskey barrels we had, which was a few thousand. The top-notch price received was \$6.75 f. o. b. St. Louis; wine barrels net at \$6.00, and grain alcohol barrels, for which there is a steady demand, are now bringing \$5.50 readily. First-class lubricating oil barrels uncoopered are bringing \$3.25, and in fact, second-hand cooperage of all descriptions have shown an advance of from 10 to 15 per cent, and the demand far exceeds the supply.

The writer has been working on a comparative sales chart covering all sales from September 20, 1919, to September 20, 1920, and each month shows a steady increase in business. The increase seems to be very steady, showing but two drops, one drop during the month of November and another drop during the month of April, which, of course, was caused by the switchmen's strike, and starting in June our sales have increased in leaps and bounds, as shown by the sales between August of this year and this September. The total sales of the month of August were not as much as the business we have done up to the present day in this month, and the future looks rosy to us.

MR. C. F. BACH

The recent death of Mr. Christian Frederick Bach, of the well-known firm of Liken & Bach, Sebawaing, Mich., which occurred at his summer cottage at North Point, not only removed an esteemed member of the cooperage industry, but a man who was widely and genuinely admired, respected and loved by a wide circle of friends in every walk of life.

Christian Frederick Bach was born on March 18, 1854, in Sebawaing Township, the son of Christian and Christina Bach, who had moved there the year previous from Washtenaw County, where they had first settled after coming to America from Germany.

In 1876 he formed a partnership with the late John C. Liken in the stave and heading business and which continued for many years, their mill operating until about ten years ago, when the supply of elm timber became exhausted. He was one of the movers for the location of the sugar factory in Sebawaing. He was a heavy stockholder and had representation on the board of directors of the Michigan Sugar Company for many years. He was also one of the builders of the plant of the Sebawaing Sandstone Brick Company, and at the time of his death was president of that concern. He also was president of the village for seven years.

Years ago what was known as the Columbia swamp was the scene of extensive lumber and logging operations. The swamp was the source of a goodly supply of elm logs for the stave mill of Liken & Bach. When the timber supply gave out the swamp was a vast waste of land valued at a few dollars an acre. Mr. Bach, with others, saw the possibilities of opening the waste to farming and was one of the strongest supporters for the digging of the State and Columbia drains.

A widow and three children survive Mr. Bach, to each and all of whom THE JOURNAL extends sincerest sympathy in the bereavement that has come to them.

ASSOCIATION BULLETIN

Practically all tariffs have been amended by blanket supplement, making rate increases authorized by the Interstate Commerce Commission under Ex Parte 74, effective on August 20th. It is expected that some corrections will have to be made to conform with the decision of the Commission, for instance, in the matter of placing points in proper percentage group.

Two Years' Limitation Clause

The Commission recently in passing upon the reasonableness of the last clause of Rule 7 of the uniform express receipt, relating to the payment of claims after a period of two years and one day therein specified, held that clause does not prohibit the payment of meritorious claims after the period of two years and one day, when filed with the carrier within the period required by that rule.

Illinois Freight Advance

The Interstate Commerce Commission recently issued a ruling with respect to the application of increase under Ex Parte 74, with the State of Illinois.

Will be glad to advise interested members in detail regarding the application prescribed by the Commission.

Right of Shipper to Reload

The Commission on Car Service has recently issued a circular (CCS-71) providing as follows:

"It is generally recognized that receipt of car under load gives industry no right to demand its use for re-loading. If it is entitled to the car, based upon a proportionate distribution between all shippers, it is proper that the industry should use it, but it should not be permitted to use the car to the disadvantage of other shippers who do not have inbound freight to supply them with empties for outbound movement."

Use of Railroad Equipment

During these times of transportation difficulties, it behooves shippers as well as carriers to leave nothing undone that will improve the situation and lessen these difficulties. The fact that inefficient operation of railroads and unreasonable delays in transportation may be largely responsible for existing conditions, does not relieve shippers of their obligation to utilize equipment to the best possible advantage, not only by maximum loadings, but by prompt loading and unloading. Carelessness or neglect on the part of shippers at this time merely aggravates the situation.

Through Export Bills of Lading

The carriers have submitted forms of through export bills of lading which have been adopted tentatively by the Interstate Commerce Commission pending a hearing to be held by them on September 20th.

An Economic Waste

Excess moisture in material, due to insufficient and improper seasoning, means extra freight charges. Result—an increased cost of cooperage and an economic waste.

Timber Depletion and the Answer

There is being mailed now a copy of "Timber Depletion and the Answer," being "A Summary of the Report on Timber Depletion and Related Subjects, prepared in response to Senate Resolution 311." No doubt this will prove of considerable interest to many of our members.

Increased Demurrage Charges

Announcement has recently been made by the general committee of the American Railway Association that the carriers propose to revise their demurrage charges and rules by providing for a charge of \$5 per car per day and a change in the basis in the average agreement so that three days' instead of four days' credits may be earned. It is anticipated that considerable opposition will develop to any increase in demurrage rates until there is an improvement in the service.

Membership Certificates

Members will be provided with attractive membership certificates suitable for framing (certificates being mailed today, August 10th). In addition, membership cards are being issued for convenience of members who desire to carry a card identifying them as members of the association. As many cards as desired by each member will be furnished upon request. Membership certificates and cards will be reissued annually.

Specifications for Square Heading (Tight)

The reissue of the small booklet containing grade rules and specifications covering tight barrel staves and heading includes the recently adopted specifications for square heading. Copies can be secured upon request.

Trade Opportunities—Tight

Mr. Melvin A. Nelson, Slaterville Springs, N. Y., desires quotations on vinegar barrels and kegs, 5 to 55 gallons. (Slack ad. in Good Housekeeping.)

Mr. Harold J. Godwin, Hillside Farm, Catskill, N. Y., desires to purchase 40 to 50 gallon new or second-hand vinegar barrels; also other barrels. (Slack ad. in Good Housekeeping.)

The Arizona Packing Co., Phoenix, Ariz., are in the market for 1,000 lb. vats, K. D. 38" in diameter, 42" high.

Twin Falls Vinegar and Cider Co., Twin Falls, Idaho, desire quotations on a mixed carload of new cooperage—30, 15, 10 and 5 gallon capacity.

Mr. S. J. Lethbridge, Sutton Wharf, Plymouth, Devonshire, Eng., is desirous of purchasing a large quantity of the following:

"American white oak circular sawn staves, wine quality, 24" x 34" and 17" x 34", wanted at once, and for future, similar staves 17" to 36"; also 14" x 34" and 12" x 34" white oak wine heads. Quotation c. i. f. Plymouth or nearest West English port."

Reference, Lloyd's Bank, Ltd., Plymouth.

Wenk Bros., 1687 Second Avenue, New York City, are in the market for 5 and 10-gallon kegs. (Slack adv., Good Housekeeping.)

Dodwell & Co., Ltd., 161 Water Street, New York City, advise they are in the market for 40 and 42-gallon shoos for export, to be used for the shipping of meat products in brine.

Sanborn Rendering Works, Sanborn, Iowa, advise they are in the market for 50 or 55-gallon barrels.

Trade Opportunities—Slack

Portsmouth Cotton Oil Ref. Corp., Portsmouth, Va., are desirous of receiving quotations on a large quantity of new or second-hand, clean sugar barrels in carload lots.

Mr. E. T. Stoner, Roseville, Va., is in the market for apple barrels.

The Shepherd Dry Milk Co., Roxbury, N. Y., are in

the market for slack barrels suitable for powdered milk.

Southern Illinois Mfg. Co., Jonesboro, Ill., desire to get in touch with manufacturers of sugar barrel staves.

Alexander & Garsed, Charlotte, N. C., desire to get in touch with manufacturers of kegs (100 lb. nail kegs), and one or two sizes larger.

QUALITY

To the Trade:

Of course, it is easy to sell your product under existing conditions—but how about the "come back" when conditions are different? It depends entirely upon the quality of your product at this time.

Just as surely as a high standard of quality will win every time, so, too, will indifference or carelessness in the matter of quality not only result disastrously for the individual and act as a boomerang, but will give the industry a "body blow."

Times and conditions such as these determine the real standing of an industry, and it is the attitude of its individual members toward the matter of quality that is going to show just WHERE the industry stands and will also be a determining factor as to its future status.

Consider for a moment. What is YOUR mental attitude at this time toward the concern that has consistently supplied you with good quality material; and on the other hand, how do you feel toward the one that has taken advantage of conditions by shipping you anything that will "get by," or who has even attempted to put "one over"?

Just remember that in the long run high standard of quality always wins for the individual as well as for the industry in which he is engaged. Think this over.

V. W. KRAFFT,
Secretary.

? IS THERE A REASON ?

The Associated Cooperage Industry of America—Asks

Mr. Non-Member:

Is there a real reason why you are not a member of The Associated Cooperage Industries of America? Or have you been simply offering to yourself this and that excuse as a justification for staying out of the fold?

Is there really a good reason—one that will hold up under careful analysis? Let's see: Is it the Cost of a Membership? Can you really measure in dollars and cents the benefits of belonging to an Association—

That standardizes Grade Rules and Specifications;
That offers protection through its Inspection Service;
That gives advice through its Legal Department;
That supplies information and assistance through its Traffic Department;
That keeps its members posted by Bulletins?

One item of information—one legal opinion—one inspection—one railroad claim—one trade opportunity brought to your attention, would far more than offset the amount of your annual dues. Give this a serious thought.

Is your operation too small? You need the Association more than the big fellows who are better equipped to look after the different angles of their business.

Or are you so big you don't need the Association? The mere fact that you are large shows that you don't overlook anything that is an asset to your business.

Does it pay to belong to the Association? Ask any one of our more than 500 members; they will tell you.

Now, what other reason have you? Is it really a good one? Haven't you been overlooking something by neglecting to join your Association? The Opportunity is again offered you—don't pass it up—Sign the blank below, tear it off, and mail it in.

Enroll now and be on hand at the semi-annual meeting at Cleveland, Ohio, November 8th, 9th and 10th.

Yours very truly,

V. W. KRAFFT,

Secretary.

SIGN AND MAIL THIS BLANK TODAY

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

Secretary's Office, Railway Exchange Bldg.

St. Louis, Mo.

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ARGENTINA AND ITS TRADE OPPORTUNITIES

John Klein, U. S. commercial attaché at Buenos Aires for some time, has been in Philadelphia the past month, where, at the Chamber of Commerce, he has met and given information to any and all exporters or importers desirous of obtaining it. Mr. Klein's dissertations on Argentina and its trade opportunities, as given to the Philadelphia Public Ledger, make such good reading that we present them as follows:

"Mr. Klein says any one who judges Argentine trade by pre-war conditions will be misled greatly. There has been a radical change. It is a different country. Necessity made the people develop new industries to supply their needs when they were cut off from world markets. As a consequence they have some iron and steel plants, some shoe manufactories, and they even make pocketbooks of the kind they used to buy from us. Their infant industries are supported by a strong protective tariff, as ours were some decades ago. As a consequence the American shoe manufacturer has lost a large market, and so have the various other manufacturers. There are some textile mills where coarse-grade goods, ducks, etc., are made. The Argentine-made shoe is not so good as the American, but it meets the needs of a fair portion of the population. Conditions as a consequence of the war have changed greatly and are still changing. The man who is looking for trade needs to study the changes; needs up-to-date information.

"Buenos Aires being almost the size of Philadelphia, the people of that city are much interested in the city of Brotherly Love, being anxious to supplant it as the third city of the Western World. Buenos Aires has a big trade. Mr. Klein suggests that if an enterprising, well-equipped American should go there and open a first-class department store he would have a fine success and do a lot of good for his country.

"There are two large department stores in Buenos Aires, both earning good profits. One is Harrod's, the other Gath & Chares. Recently they amalgamated. Each store is of about seven stories and covers, with new buildings under construction, a city block. They carry some American goods, not many, but never display them or seem eager to sell them.

"A Swedish department store is to be opened. It will be Swedish nominally, but there is suspicion it is German. The Germans have been using Swedish companies to cloak their operations in shipping and insurance.

"If an American concern is to enter the Buenos Aires department store field it had better get busy. The greatest shopping thoroughfare of Buenos Aires is the Florida. It is only ten blocks long and about half as wide as the average American street, but it is the Rue de la Paix of South America, and probably will remain so. Good sites along its length are being pre-empted rapidly.

"Germans are delivering a shipload a month of goods to the Argentine from Hamburg direct, and a lot more by way of Sweden. Their goods are made up of dyes, chemicals, hardware, wire and some textiles. In some way or other they get the stuff. And they deliver promptly. That's more than can be said of American goods. American orders have been cancelled because of unwarranted delays and because German goods get in on time.

"How much of the trade are we going to lose? Probably what we lose will be offset by gains in other branches of goods. Our automobiles are in great demand. So is our machinery. So are our ready-made clothes, our office fixtures and various other things.

"It is a mistake to say the Argentinian is rigid and will not buy other than what he has been accustomed to buy. He is elastic. For example, before the war the Fiat and the Renault cars were his favorites in automobiles. Now he wants only American cars. The motion picture has been a great agent in influencing him. He sees the people of the screen in Fords, Cadillacs, Hudsons, Locomobiles, etc. He wants one of them. He sees screen favorites in American ready-made clothes. He wants those clothes. He sees the banker and the manufacturer with wonderful office appliances surrounding him. He wants those desks and furnishings in his office.

"The silent drama has been a great salesman for America.

"Before the war we sold 1,000 autos a month in the Argentine. Now one American car of popular make will be sold to the extent of 12,000 this year in Buenos Aires.

There are many well-to-do people in the Argentine who stick to the European style of tailoring, but there is an increasing demand for American-made clothes. It is the same in Chile.

"But in shipping we are testing the patience of the South Americans dreadfully. Our freight service on the east coast is fairly good. Our passenger service is miserable to the point of being outrageous. Unless we remedy it we are going to anger our cousins to the south of us to a point beyond endurance. For several years the Brazilians, Uruguayans, Argentinians and others have had promise of big boats, fine boats, magnificent service. Mr. Klein illustrates what they get in the case of the Martha Washington. She is a big boat and a fine boat, but she is fitted for North Atlantic service, not the tropics. He came up in her. Her most expensive cabins are all about the smokestacks. Two weeks of the passage the vessel is in the tropics. She has dinky portholes. There are scant closets for clothes. The cabins are ovens. In the tropics you need air—lots of it—or you wilt. The humidity is so great that if your clothes are not hung so plenty of air reaches them they are unfit to wear, almost.

"Yet the Martha Washington coops its first-class passengers in quarters where they stew in the awful heat. One man who paid \$604 for a first-class preferred cabin. Buenos Aires to New York, was in purgatory the whole trip. An ordinary cabin first class costs \$490. The washing facilities are wretched, Mr. Klein says. Common sense has not been considered. Even the interior rooms of some vessels are painted brown, when a child would know white is the color of the tropics.

"A South American had heard so much of what the Americans were going to do when the big boats were put on that, joyfully, he cancelled his reservation on a British vessel and engaged passage on the Martha Washington. He was not on her long when he sent a wireless message to one of his friends: 'Keep off American boats. I'm on one. It's another Yankee bluff.' Then, to the Americans aboard, he said: 'You people talk about your steamship service. See what you've given us.' The Americans could not reply.

"Mr. Klein says the service was poor and the servants discourteous. Persons suffering from sea sickness did not get proper attention. He tells of asking for writing paper and being told gruffly he could have none until after supper. And if he, a Government official, got such treatment, how must others have fared? It was humiliating to an American, he said, to see how the South Americans were needlessly offended. The Argentinians are the greatest travelers in the world. They know and appreciate good service. They get the reverse.

"The passenger agencies are not properly manned, he says. Apparently they are in charge of freight men. He tells of two or three cabins being sold twice or thrice over; of rich, influential gentlemen of Rio coming aboard after having paid for state rooms only to find them occupied by persons who had paid for the same quarters in Buenos Aires. They were put in poorer rooms, but got no rebate. A man from Argentina wired two months ahead to engage his stateroom. He got advice of its reservation. He paid for it, and when he got aboard he found another person had it. He had to bunk in the last and poorest cabin on the ship. And he had to pay first-class rate. Of the attendants on the ship, Mr. Klein says they were no more fitted for their duties than stevedores would be for service in a parlor.

"All this is disastrous to the good name of America, now that we have entered the passenger shipping field. For two years we have been making apologies, excuses and promises to Argentinians and Brazilians. When we should be delivering the goods the passengers wire their friends we not only are not doing it, but the service is wretched and the servants awful.

"The Shipping Board is responsible for all this.

"Mr. Klein has a different story to tell of the American Chamber of Commerce in Buenos Aires. It is doing excellent work. It has won the absolute confidence of the people by its fine service in arbitrating trade disputes. It has adjudicated 150 cases. Formerly the favorite indoor sport of Argentine importers was to 'knock' the American exporter. Today when one of them has a word to say he is told, 'Tell your troubles to the Chamber of Commerce arbitration committee.' Mr. Klein says the Baldwin Locomotive Works representatives in Argentina—Wallace Lee and Alfred Chandler—are doing excellent work. They have many points of contact with the government. They study interior conditions. They cover the whole country and keep up with its changes agriculturally, industrially and otherwise.

Argentina Has Big Oil Fields

"This is necessary if a representative is to serve his principals properly, for the country is changing very greatly, expanding, broadening in many lines, narrowing in some. It is a big field, a very big field for tools, textiles and machinery, and will be bigger. And perhaps the biggest oil fields of the world are in South

America. Mr. Klein confirmed what was printed in this paper recently about the oil properties of the Bolivia and Argentine Exploration Co. in Bolivia, where the Braden interests have more than 5,000,000 acres of oil territory. The same interests have large holdings in Neuquen, in the Argentine, near the foothills of the Andes. The Argentine Government has sunk two wells in this territory, one of which produces 12,000 barrels of oil a day."

The Farmers' Manufacturing Co., barrel and crate manufacturers of Norfolk, Va., has increased its capital stock from \$500,000 to \$1,000,000.

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28½ in. and 30 in. No. 2 Staves,
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October, 1920

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THE NATIONAL COOPERS' JOURNAL

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Holmes No. 59 windlass
Holmes No. 38 Crozer
Holmes No. 38½ Crozer
Oram low frame lister
Oram double wheel jointer
Oram dreadnaught double stave planer
Gerlach double wheel stave jointer
One lot of 6' dry kiln trucks

NOBLE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

FOR SALE—COOPERAGE MACHINERY

1—No. 13½ Holmes heading-up machine with extra set of rings and dies for 55-gallon barrels; also extra nut.
1—"Oram" double rivet machine.
1—"Oram" Windlass.
1—"Oram" hoop roll.
All the above barrel machinery in good running condition.

PORTSMOUTH COTTON OIL REFINING
CORP., Portsmouth, Va.

MACHINERY WANTED

WANTED—Sawed hoop machinery, complete and in good order. Address "HOOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—

1—Hoop Cutter
1—Hoop Planer
1—Hoop Cotter
1—Hoop Pointer and Lapper
Can use Noble, Michels or Defiance make. Address "MACHINERY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To hear from manufacturers making special machinery for making wooden ice cream tubs and pails. Address "TUBS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

POSITION WANTED

WANTED—To get in touch with parties contemplating the manufacture of cooperage stock. Will take management of new plant on profit-sharing basis. Thirty-five years' experience in manufacturing and mill constructing work. Address "H. E. L.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE.—Complete tight barrel stave and heading mill. Capacity 30,000 per day. Timber supply for twenty years. Ample trackage and yard room. Good town, located on two railroads. Mill is in Arkansas and plant is now in operation, with labor conditions good. Good reasons for wanting to sell. Address "K. S. C.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE.—Slack stave mill completely equipped: 4 drum saws, equalizer, wheel jointer, planer, etc., in good manufacturing section. Plenty of timber and low-priced labor. Address "L. S. M.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FINISHED PACKAGES FOR SALE

FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,000 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE.—Approximately 1,000 new barrels, six hoops, Chicago tap bushings and name branded in heads. We are also in the market for Chicago tap bushings and bung bushings. LORENZ BENISCHKE, COOPERAGE CO., 1910 West 21st Street, Chicago, Ill.

FINISHED PACKAGES WANTED

WANTED.—From 10,000 to 25,000 road oil barrels, dye barrels, or tallow barrels—F. O. B. cars New York City, N. Y. Address OIL, care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

CUBAN HAM TIERCES WANTED

WANTED.—500 Cuban Ham Tierces, made of either Cypress or Douglas Fir.
Staves and Heading about 34" thick.
Heads 26½" diameter.
Staves 34" long.
Hooped with 6 galvanized iron hoops, 19 gauge.
Chime hoops 1½".
Quarter 1¼" hoops.
Bilge 1½" hoops.
In answering advise what delivery can be made. Address "TIERCES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE. Twenty tons of flared hoops for beer packages—one-eighth barrels, quarter barrels, half and whole barrels, ready for use; both black and galvanized. Will sell at very low price. Address "BEER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK WANTED

WANTED.—To get in touch with manufacturers who can supply pine, chestnut or spruce slack barrel staves on contract. Address "STAVES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

TIMBER LANDS FOR SALE

FOR SALE.—Four hundred (400) acres of Eastern Iowa elm and cottonwood, suitable for staves and heading. Timber is on river and railroad. Cheap power. Plenty of labor. Price and terms right. Address "TIMBER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

TIMBER LANDS WANTED

WANTED.—To purchase tract of hardwood timber, ten million feet or more, principally gum for manufacture of slack barrel staves. Address POINTE COUPEE STAVE & LUMBER CO., 3134 Chartres St., New Orleans, La.

SECOND-HAND BARRELS WANTED

WANTED.—Two carloads of freshly emptied whiskey barrels. Address "C. T.," care The National Coopers' Journal, Philadelphia, Pa.

HELP WANTED

WANTED.—Two or three stave jointers. Good wages. Address THE NORTHWESTERN COOPERAGE AND LUMBER CO., Gladstone, Michigan.

WANTED.—Foremen for tight barrel plant, to take charge of stave, barrel and head finishing departments; also stave jointers and heading makers. Oram machinery used. Address THE MICHEL COOPERAGE CO., Sandusky, Ohio.

WANTED.—Superintendent for cooperage plant making tight and slack barrels. Address "T. S.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—A slack barrel stave sawer. Also a man to run a foot power Greenwood jointer. Address ATKINS LUMBER CO., Atkins, Va.

BUSINESS OPPORTUNITIES

WANTED.—To interest some reliable manufacturer in the purchase of the apple barrel manufacturing part of our business. Prefer to dispose of this part of our business to package manufacturer who could manufacture baskets in addition to barrels. Address "APPLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—To locate mill site where gum timber can be purchased delivered at mill at the rate of 10,000 feet or more per day. If interested let us hear from you with approximate cost per thousand feet delivered mill; also location. Address POINTE COUPEE STAVE & LUMBER COMPANY, 3134 Chartres St., New Orleans, La.

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Barrel, Half Barrel, Wood-Bound Tierces, Pork Barrels, Kegs, Pails and Tubs.
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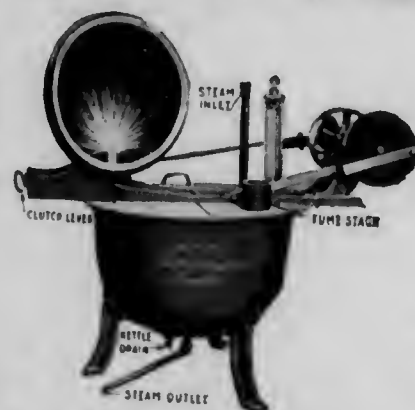
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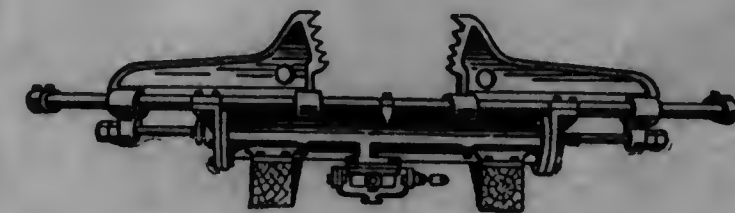
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3 3/4	.86	1.01	1.16	1.31	.98	1.13	.92	1.07
4	.87	1.02	1.18	1.33	1.00	1.15	.94	1.09
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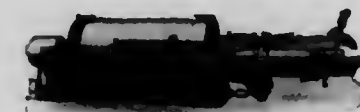
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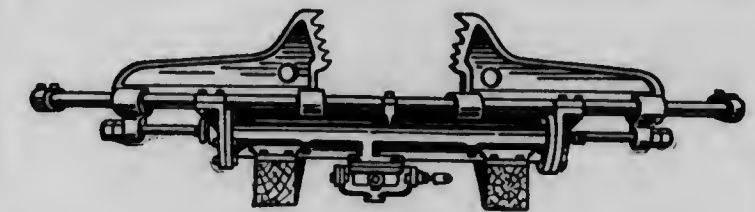


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TERMS: 30 days, less 2 per cent, 10 days

Length of Tie in Feet	No. 17 Bundle of 250 Ties		No. 18 Bundle of 500 Ties		No. 19 Bundle of 500 Ties		No. 20 Bundle of 500 Ties	
	Black	Galvan.	Black	Galvan.	Black	Galvan.	Black	Galvan.
2	\$0.79	\$0.94	\$1.00	\$1.15	\$0.84	\$0.99	\$0.78	\$0.93
2 1/4	.80	.95	1.02	1.17	.86	1.01	.80	.95
2 1/2	.81	.96	1.04	1.19	.88	1.03	.82	.97
2 3/4	.82	.97	1.07	1.22	.90	1.05	.84	.99
3	.83	.98	1.09	1.24	.92	1.07	.86	1.01
3 1/4	.84	.99	1.11	1.26	.94	1.09	.88	1.03
3 1/2	.85	1.00	1.14	1.29	.96	1.11	.90	1.05
3 3/4	.86	1.01	1.16	1.31	.98	1.13	.92	1.07
4	.87	1.02	1.18	1.33	1.00	1.15	.94	1.09
4 1/4	.88	1.03	1.20	1.35	1.02	1.17	.96	1.11
4 1/2	.89	1.04	1.23	1.38	1.04	1.19	.98	1.13
4 3/4	.90	1.05	1.25	1.40	1.06	1.21	1.00	1.15
5	.91	1.06	1.27	1.42	1.08	1.23	1.02	1.17
5 1/4	.92	1.07	1.30	1.45	1.10	1.25	1.04	1.19
5 1/2	.93	1.08	1.32	1.47	1.12	1.27	1.06	1.21
5 3/4	.94	1.09	1.34	1.49	1.14	1.29	1.08	1.23
6	.95	1.10	1.37	1.52	1.16	1.31	1.10	1.25
6 1/4	.96	1.11	1.39	1.54	1.18	1.33	1.12	1.27
6 1/2	.97	1.12	1.41	1.56	1.20	1.35	1.14	1.29
6 3/4	.98	1.13	1.43	1.58	1.22	1.37	1.16	1.31
7	.99	1.14	1.46	1.61	1.24	1.39	1.18	1.33



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No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

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VOL. XXXVI

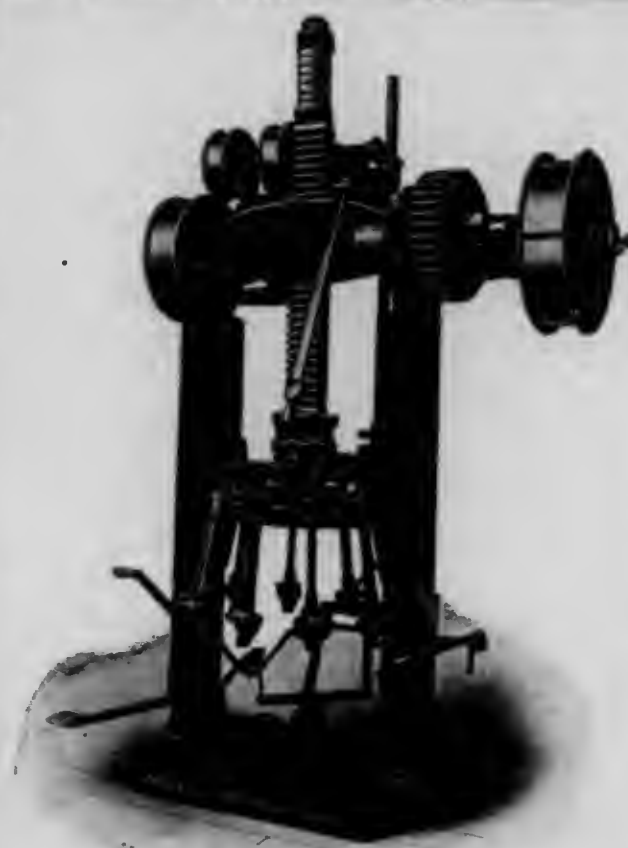
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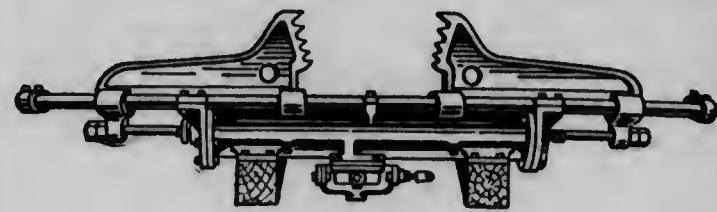
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ignition system 335.00
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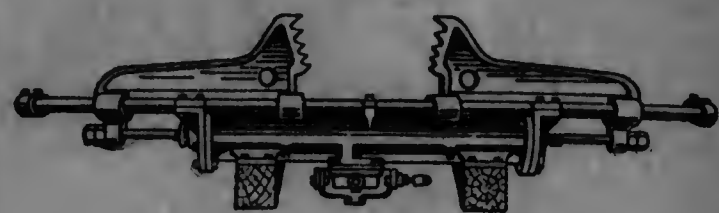
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You know from experience that it takes materials of proper quality to produce a satisfactory barrel, and experience has demonstrated that our stock is altogether reliable.

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and the highest in timber value, and the best in experience and efficiency in manufacture has always gone with our product. That is why the "QUALITY TELLS" stock user always secures high quality rating for his barrels. We also manufacture **TIGHT STAVES** and **HEADING**. With fifteen mills we are equipped to handle any and every size order for **SLACK** or **TIGHT COOPERAGE STOCK**.

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THE KIND YOU WANT

FIVE ARKANSAS MILLS—BENTON, CARTHAGE, FULTON, LAWSON AND HASKELLS



Atlantic Steel Company's HOOPS Encircle the Globe

THEY are used for wine barrels in Portugal, Argentina, China; rum barrels in the West Indies; for baling cork in Portugal; wool in Argentina and Australia; cotton in India and the South (U. S.); syrups, rosin, turpentine, oils, etc., in U. S.; and numerous other purposes wherever good hoops or bands are needed.

Made of best grade basic open-hearth steel, new billet stock. Superior in quality and finish. All steel produced in our own furnaces.

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can get it QUICK by sending
your orders direct to our
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**FORT WAYNE
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Established
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CARS OF APPLE BARREL STOCK

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GOOD STOCK is what we want to buy
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All kinds of

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**GUM APPLE BARREL STOCK
PINE TRUCK BARREL STOCK**

VIRGINIA STOCK HAS A REPUTATION
OUR GRADE UPHOLDS IT

NORFOLK :: VIRGINIA

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Any size up to 24 inches. Any thickness up to $\frac{3}{4}$ inch.
Square or Bevel Edge.

**SHAVED HICKORY HOOPS
AND
SAWED COILED ELM HOOPS**

Are our specialties. Made by men who know how and we
make them right. Orders and inquiries solicited.

C. E. MURRAY :: Decherd, Tenn.

The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, NOVEMBER, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 7

New Orleans Reports Sugar Men are Now in Market for Their Stock and Barrel Requirements—Sugar Season Will Begin Early and Last Long

At this season public interest here centers in the condition of the cane crop. Early in October we had a storm that knocked down much of the cane, and caused some alarm, but the growers now believe that the crop was not really damaged, and that the sugar production of the cane will be increased by its having been blown over.

Of course, all sugar men are now in the market for barrels or stocks, and those who have placed their contracts in advance are calling for deliveries. The demand is all for good barrels, and stock such as used to pass all right would not now be considered.

The sugar season will begin early, and last long. Indications are that the grinding season in Cuba will be much deferred, and that Cuban sugar will not be dumped while our mills are running on home-grown products, but will reach us about the close of our own grinding season, so the demand for sugar cooperage will be continuous.

Car Shortage Condition No Longer Brings Complaints

The car shortage, which is usually very acute at this season, is certainly bad enough, but is no worse than common. We have learned by this time what we are up against, and so have quit kicking, and are getting cars the best we can. It has been found that the best remedy for car shortage is to begin in time, and if you are going to get in on this season's sugar barrel trade you had better begin to hustle for cars now.

Drifting Labor Still Drifts from Log Camp and Stave Mill to Cane Fields

The question of labor to handle the cane harvest and operate the sugar mills is a serious one, and every newspaper carries its quota of advertisements for sugar-house mechanics, and its display ads for common labor. This is the time when the engineers and other indispensable men on the logging roads, and the millwrights at the stave mills are quitting to take their usual two months on the cane roads or in the sugar houses. The floating labor that used to drift into the log camps and stave mills is now drifting out to the cane fields. This is just what everybody in this section is used to, and excites no comment. The factory foreman knows that this condition is approaching at this time of the year will be warm. He simply hustles, and gets along as best he can.

When (?) Wages are Back to Normal

During the past two years wages have increased in the logging camps at least 110 per cent., and the increase in wages in the mills has been greater still. The rule is to pass on to your customers as much of this increase as you can, and hear the rest yourself, with as good grace as possible. It may be that labor conditions will sometime regain the condition which we used to call normal, but there are mighty few of our cooperage friends who expect to live to see it.

Lack of Proper Credits Greatest Handicap to Export Trade

Ship service, however, is improving rapidly, and the scarcity of ships no longer interferes to any great extent with the exportation of cooperage stock. The greatest obstacles in the way of exportations to Europe are the lack of proper credits, and the uncertain rate of exchange. Business conditions being least unsettled in Spain, that country is our best European customer for staves and heading.

The Cancellation Order Practice Works Evil Both Ways

At a recent luncheon of the Lumbermen's Club in this city, Mr. Marcel Krauss, of Krauss Brothers Lumber Company, deplored the practice of many buyers of lumber who will place several duplicate orders, and when notified that one has been shipped will cancel the others. This practice is not altogether unknown to the cooperage trade. A buyer in need of one car of matched stock will place his order; then, fearing that

delivery will not be made on time, will place duplicate orders with other mills, with the expectation of canceling the duplicate orders as soon as one carload is shipped. This arrangement works evil both ways and breeds mutual distrust. The mill man, not knowing how many of the orders he receives may be given in good faith, is tempted to sell far beyond his capacity, and the customer knowing that some of his orders will never be filled orders indiscriminately.

The Use of Tractors in Logging

Perhaps the most interesting subject discussed at the Convention of the Southern Logging Association, held here in October, was the use of tractors in logging and skidding operations. It was shown that the powerful modern machines have largely replaced the old horse, mule and ox-power in getting out timber. The statement was made that, in spite of the high initial cost, and the frequent necessary repairs, logging with tractors was much cheaper than with animal power of any kind.

Vegetable Barrels in Demand

The gardening season in the North is now over, and southern grown vegetables are in demand in the great centers, so there is some call for vegetable barrels. Some potatoes are being shipped in barrels.

The demand for soft drink bottle barrels continues, though quiet, as a matter of course, it is not as brisk as it was during the heated term.

Call for Coffee Barrels is Continuous and Has Assumed Considerable Proportions

The demand for small, well-made, but comparatively low-priced barrels for coffee is continuous the year round, and has assumed considerable proportions.

Demand for Petroleum Products Barrels Greater Than Supply

Most of the strikes that checked the petroleum products business some time ago seem to have been adjusted, or to have worn themselves out. Another boom is on, and the demand for barrels, both tight and slack, for petroleum products, is greater than the supply. Most of these buyers are giant corporations and can afford to be critical.

The vinegar barrel trade is small, but is worth looking into. Cucumber pickles are now being taken out of the tanks, and so there is some demand for pickle barrels.

Call for Oil, Lard and Butter Cooperage is Good

The cotton ginner seem to be having trouble of their own, and to be engaged in trying to arrange some concentrated effort to close down the gins until prices improve. This, however, does not seem to have affected the supply of cottonseed, which is still coming in in large quantities, so the demand for oil, lard and butter cooperage is good, and there is no reason in sight why it should not continue so.

If the Consuming Public Could See Behind the Scenes Instead of in Front, Laws Forbidding the Transportation of Flour in Bags Would Be Demanded.

In some of our bakeries and popular eating-houses much of the cooking is done up in front, just inside the great plate-glass windows, that the public may see how perfectly sanitary it all is. You may see dapper young men, in spotless uniform, white caps and white gloves, making and cooking bread, cakes and pastry. This is all very appetizing, but if you could see how some of that flour is handled in cars, freight houses and on drays you would tell a different story. If you knew how often the bags burst in the handling, and the spilled contents are swept up from filthy floors and sent on in patched-up packages, you would lose faith in show-window cookery, and would demand the passage of laws forbidding the use of bags for the transportation of flour.

As to Ventilating Potato Barrels

John Heyd's produce and potato barrels are easily recognized by the way the ventilating holes are made. These are not cut with a hatchet or adz, as is the usual custom here, but are made in the shop with a little contrivance that works on the same principle as the treadle stave jointer, and cuts quarter moons out of the edges of the staves. Perhaps every reader of the JOURNAL is familiar with this little machine, but the man who sees one for the first time is likely to kick himself because he did not invent it and make a fortune out of it.

Francis Patrick Killilea has a good shop out Bienville Street, near the canal, and does a fair business in miscellaneous cooperage, new and second-hand.

The Irwin Stave Company, which has a yard at Second and Tchoupitoulas Streets, has acquired about half a block in the direction of Third Street, and will utilize the entire area for stave yard purposes.

The John G. Moll Cooperage Co. is still doing business at the old stand, Mr. Fortier being manager.

FLORIDA LED PRODUCTION OF TURPENTINE IN 1919-1920

The Bureau of Chemistry, United States Department of Agriculture, which for several years has been collecting periodical statistics on the production and stocks of turpentine and rosin, makes public the figures showing the production of gum turpentine and gum rosin during the 1919-1920 season by States. The information is given in the following table. The unit for the figures for turpentine is the cask of 50 gallons; for rosin, the round or still barrel, as produced, of approximately 500 pounds gross weight. In all cases fractions of a hundred barrels have been dropped or raised to the next higher hundred, depending on whether the figures were below or above 50.

DISTRIBUTION OF 1919-1920 GUM TURPENTINE AND ROSIN PRODUCTION, BY STATES.

State	Turpentine production, Casks	Per cent.	Rosin production, Round barrels	Per cent.
Alabama	38,100	10.4	126,000	10.2
Florida	136,900	37.4	457,500	37.0
Georgia	73,900	20.3	250,600	20.3
Louisiana	68,700	18.8	232,000	18.7
Mississippi	29,500	8.0	102,800	8.3
North Carolina	600	...	2,200	...
South Carolina	1,100	.5	3,400	.5
Texas	17,200	4.7	62,500	5.0
	366,000	100.0	1,237,000	100.0

On comparison with the bureau's report on the production during the season of 1918-1919, the above figures indicate that the production last year was less in Alabama, Mississippi and Texas than in the previous year, while it was greater in Florida, Georgia and Louisiana. The combined production of North Carolina and South Carolina was also a little less last year. The total production for the 1918-1919 season, as given in the bureau's report, was 341,000 casks of gum turpentine and 1,115,000 round barrels of gum rosin. Of the 1918-1919 crop, Alabama produced 12.2 per cent.; Florida, 37.1 per cent.; Georgia, 19.2 per cent.; Louisiana, 18.3 per cent.; Mississippi, 9.6 per cent.; North Carolina and South Carolina, 0.4 per cent.; Texas, 6.2 per cent.

CANADIAN MILLERS ANTICIPATE A 10,000,000 EXPORT FLOUR BARREL TRADE DURING COMING YEAR

Writing from Winnipeg under date of October 4th, Consul-General Joseph I. Brittain says:

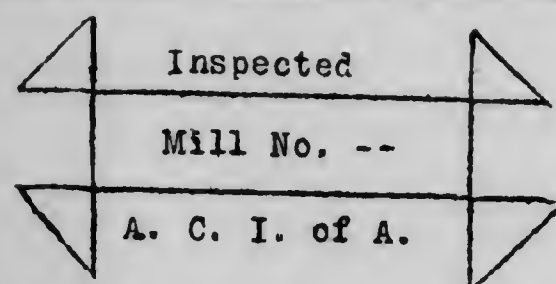
"It is anticipated that upwards of 10,000,000 barrels of flour will be sent to foreign countries from Canada during the present year, according to the estimates by agricultural milling experts. The total capacity of Canada's 720 flour mills is 142,642 barrels a day. It is estimated that each person in Canada consumes about $\frac{1}{4}$ barrels of flour, or $\frac{6}{16}$ bushels of wheat, a year. The consumption of flour in Canada is placed at about 9,750,000 barrels.



OFFICE OF SECRETARY, A20 RAILWAY EXCHANGE BLDG.,
ST. LOUIS, MO.

The Tight Trade-Mark Service

The Tight Stave and Heading Group at meeting held May 4th, definitely adopted a Trade Mark Service, and a committee of five was appointed to formulate rules and regulations under which the service would be administered. The committee consisting of Messrs. Henry Wrape, chairman; W. K. Knox, W. T. McGlone, Ed. Hamilton, and Steve Lennon, has adopted a form of agreement for the use of inspection brand or device, together with terms and conditions, rules and regulations, as per enclosed copies. This service is now effective, and manufacturers desiring the trade mark as shown should first sign an agreement as mailed to each member and return to this office. The issuance of the license is subject to manufacturers demonstrating to



the satisfaction of the Chief Inspector that their production conforms strictly with the Grade Rules and Specifications adopted by The Associated Coopers' Industries of America. It will be noted by agreement mailed that the trade mark shall be shown on invoices issued upon staves and heading. The form of trade mark appears above.

New Bill of Lading Form

The new bill of lading form, effective October 10, 1920, omits the second paragraph of the old form, confining limitation of carriers for liability in the transportation of property only over its own line and acting as agent with respect to the portion of the route beyond its own line, to conform with the Carmack Amendment requiring carriers to be jointly and severally liable to the holder of the Bill.

It also omits the declaration in the old form that claims for loss and damage will be settled on the basis of the value of the property at the time and place of shipment.

The new form also stipulates that claims for loss and damage must be made in writing to the original or delivering carrier within six months after delivery of the property (or nine months after delivery at port of export on export traffic), or in case of failure to deliver them within six months after a reasonable time has elapsed. Suits for loss and damage or injury shall be instituted not later than two years and one day after the date claim or any part thereof has been disallowed by carriers.

Car Service

Mr. Daniel Willard, Chairman Advisory Committee, Association of Railroad Executives, recently announced that a Special Lumber Section will be established under the Car Service Commission.

This would indicate that the needs of forest products shippers in the way of equipment, etc., will be given special attention, as is now accorded coal through the Special Coal Section of the Car Service Commission.

Demurrage Charges

In a conference recently held between representative shippers and the Advisory Committee of Railroad Executives, an agreement was reached in connection with proposed increases in demurrage charges as follows:

Three Dollars (\$3.00) per day for each of the first four days; Six Dollars (\$6.00) for each of the next three days; and Ten Dollars (\$10.00) for each succeeding day.

It was understood that with the adoption of the above schedule of demurrage charges, the \$10.00 penalty charge on open top equipment and cars loaded with coal or coke which is now under suspension, will be withdrawn and cancelled.

Liability of Telegraph Companies

An important recommendation affecting the liability of telegraph companies has been made by Examiner M. A. Pattison, of the Interstate Commerce Commission, in a tentative report on Docket No. 11524, involving the question of limitation of liability in connection with the transmission of telegraph messages.

It is recommended that the liability on unreported messages shall not exceed \$500.00 and on repeated messages shall not exceed \$5,000.00, in lieu of existing conditions limiting liability on unreported messages to the amount paid for the service contracted for, and on repeated messages to \$50.00.

This recommendation is, of course, subject to approval and adoption by the Interstate Commerce Commission.

Order Notify Bills of Lading

The Interstate Commerce Commission in a recent decision (Docket No. 10173) has approved an application of the carriers to establish a rule that would require the surrender of order notify bills of lading before the arrival of carload shipments, and in case of failure to do so to make a charge of \$2.00 or \$5.00.

However, the Commission in sustaining the proposed rule requires carriers to add the following:

"Provided, that the surrender of the original bill of lading shall not be a condition precedent to the placement of the car or to the giving of the order designating where the car shall be placed for unloading, except that where place of delivery designated is other than the local team tracks original bills of lading must be surrendered, or indemnity bond executed in lieu thereof, or other satisfactory assurance given carrier."

Pacific Coast Rates

It is reported that the Trans-Continental Lines are seeking the concurrence of eastern lines in a revised schedule of rates to Pacific Coast applicable on export traffic, which includes a rate of 90 cents per 100 pounds on cooage or cooage stock, minimum weight 60,000 pounds from Group F territory.

Chamber of Commerce Referendum No. 32

REGULATION OF EMPLOYMENT RELATIONS TO PUBLIC SERVICE CORPORATIONS

The proposition submitted under this Referendum and the results of the balloting on each proposition were as follows:

I. The Committee recommends that strikes by employees of all public service corporations performing public service essential to the lives, health, security, comfort, and well-being of the people should, by law, be explicitly prohibited.

1569 votes in favor; 100 votes opposed.

II. The Committee recommends that suitable tribunals should be created by law to adjudicate differences between the employees of public service corporations and their employers, and that the decisions of such tribunals should be final and binding upon both parties.

1578 votes in favor; 103 votes opposed.

Trade Opportunities (Tight)

A firm in South Africa desires to purchase used and unused wine barrels, shooks, etc. For further particulars, communicate with the Bureau of Foreign and Domestic Commerce, Washington, D. C., or any of its branch offices, referring to Opp. No. 33389.

A mercantile association in Portugal is in the market for oak staves for wine casks. For further particulars, communicate with Bureau of Foreign and Domestic Commerce, Washington, D. C., or any of its branch offices, referring to Opp. No. 33374.

A distillery in Ireland desires to purchase empty wine casks, also butts, hogsheads and quarter casks. Quotations c. i. f. Irish port. For further particulars, communicate with the Bureau of Foreign and Domestic Commerce, Washington, D. C., or any of its branch offices, referring to Opp. No. 33316.

A commercial agent in Spain desires to purchase chestnut and oak staves. Quotations f. o. b. American port. For further particulars, communicate with the Bureau of Foreign and Domestic Commerce, Washington, D. C., or any of its branch offices, referring to Opp. No. 33317.

Trade Opportunities (Slack)

North American Wood Products Corporation, 30 Union Square, New York City, desire to get in touch with manufacturers of slack cooage.

Chas. Pfizer & Co., Inc., 81 Maiden Lane, New York City, advise they are in the market for No. 1 floor barrels.

PROGRAM OF THE SEMI-ANNUAL MEETING

One for All—All for One

TO THE TRADE:

You have been looking forward to the program of our convention to be held in Cleveland, November 8th to 10th. Here it is! Nor will you be disappointed in looking over the various subjects for the group meetings as well as the general session. There will be no long speeches, but an earnest consideration and discussion of these subjects which you will recognize are of real interest and importance.

A discussion of the "Head, Heart and Limbs of the Cooage Industry" will give you a clear understanding of the relation of your association to the welfare of the industry.

Again, you are, of course, vitally interested in learning what "readjustment" is going to mean to the cooage industry and your business.

You cannot afford to miss these meetings—your non-attendance will be a distinct loss to you. Therefore, if you have not as yet made reservation, do so at once, either direct to the Hotel Cleveland or we will be glad to arrange it for you.

A cordial invitation to be present is extended to every one interested in the industry.

Yours for a successful convention,

V. W. KRAFFT,
Secretary.

P. S. The findings of the Executive Committee on formal complaints committee will be read at the general meeting.

SPECIAL REQUEST: All are urged to be in attendance during the three days of the Convention. You can meet your friends and transact personal business on the first day, devoting your entire time November 9th and 10th to the Association work and meeting.

Opening Session

Monday, November 8th, Executive Committee Meeting

Tuesday, November 9th

10.00 A. M.

Slack Cooage Stock Group Meeting,

O. T. STEUDLE, Presiding

Report of Advertising Committee.

Specifications.

Air Drying Staves.

Labor.

Tight Coopers' Group Meeting.. C. C. BERRY, Presiding

Report and Recommendations Committee on

Standards and Specifications.

Advertising, etc.

Butter Tub Group Meeting.. N. A. KENNEDY, Presiding

2.00 P. M.

Tight Stave and Heading Group Meeting,

HENRY WRAPE, Presiding

Report and Recommendations Committee on

Standards and Specifications.

Advertising.

Inspection Service and Trade Mark.

Slack Coopers' Group Meeting,

E. SCHAPERKOTTER, Presiding

Specifications.

Report Advertising Committee.

Costs.

Slack Hoop Group Meeting.. E. C. MORRISON, Presiding

Costs.

Second-hand Barrel Group Meeting Organization.

6.30 P. M.

CLEVELAND HOTEL

DINNER. ALSO entertainment provided by our

Cleveland friends! All invited.

Wednesday, November 10th

GENERAL SESSION

10.00 A. M.

President's Address

Treasurer's Report

Secretary's Report.

Committee Reports

DISCUSSION

Amendments to Constitution and By-Laws.

Amendments to Rules Governing Sales and Settlements

Readjustment.

"The Head, Heart and Limbs" of the Cooage

Industry.

Report of Second National Tax Conference.

Inspection Service.

Legal Service.

Traffic Service.

4.00 P. M.

Executive Committee Meeting.

BADGES: Blue card denotes Slack Group. Red

card denotes Tight Group. Yellow card denotes

Associate.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooage Industry



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Home Office, 820 Witherspoon Building, Philadelphia
M. E. DOANE, Editor-Manager
C. A. McCANN, Associate Editor

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SUBSCRIPTION

\$2.00 per year, in advance, postage free, in United States
and Canada. Single copies, 25 cents.

\$2.50 per year, in advance, postage free, to foreign countries.
The receipt of the first paper after subscription is evidence
that order has been received at this office. No other receipt
will be sent unless requested.

ADVERTISING

Advertising of a suitable character will be admitted to our
columns at reasonable rates. A card giving rates will be
sent on application.

REMITTANCES

Remittances may be made by draft, postal order, money
order or check to the order of "The National Coopers'
Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for
the discussion of all topics of general interest to the cooage
industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties ad-
vertising in our paper, if they will state that they saw it in
the advertisement in "The National Coopers' Journal." This
is little trouble, and costs nothing, but it helps us and is
information wanted by advertisers.

ASSOCIATION MEETING

The Associated Coopers' Industries of America
will be in semi-annual convention at the Hotel Cleve-
land, Cleveland, Ohio, November 8th, 9th and 10th.

NEW ADVERTISERS

O. L. Bartlett, Mound City, Ill.
Morrison Hoop Company, Poplar Bluff, Mo.
S. Klaunier & Sons, Cleveland, Ohio.

November 2, 1920—a new emancipation day!

Make your entries early. 1921 is going to start at
scratch, run true to prediction and finish at record.

Just as soon as the business mind of the country is at
rest the now apparent unsettled trade conditions will,
like the Arabs, "fold their tents and as silently steal
away."

Beware of mental hazards. No greater obstruction-
ists to self-reliance, business initiative and trade pro-
gress lies in wait right now than these same mental
hazards. Watch them.

No fear of over-production is entering the minds of
cooage stock manufacturers. Demand has been too
long and insistent for all lines of stock and manufactur-
ing conditions too long and too far below par to lead
any one to believe that the heavy manufacturing of this
year will over-stock the mills or the market.

Under a ruling issued in Washington on October 16th,
sweet cider of less than one-half of one per cent.
alcohol content can be made and sold without permits,
must be prepared and marketed in tight containers,
so treated as to prevent fermentation with resulting
increase in alcoholic content. Responsibility rests with
the manufacturer.

The JOURNAL's New Orleans correspondent is keen
on the scent of imported cooage, and reporting of his
investigation says: "It seems preposterous to talk of
cooage being imported into this country, and espe-
cially into this section of the country, yet this is actually
being done, though on a small scale. Some stores in
this city are offering for sale tubs and buckets made
in Japan. They are well made, of very good staves,
and are vessels such as almost any coooper shop in the
city could turn out, except for the hoops. The hoops
are of bamboo, put on just as we used to put on the old-
fashioned split hickory hoop. If the fishing pole canes,
so abundant in some parts of Mississippi, Louisiana and
Arkansas, could be utilized in this way, the hoop prob-
lem would be solved." Why not?

"Shall We Jump In or Get Kicked In?" is the frank
caption of a circular announcement by L. R. Putman,
secretary-manager of the American Wholesale Lumber
Association, in advocating the policy of advertising to
the public that lumber prices have declined. Not a bad
move nor a bad way to inaugurate it. A good laugh
preceding a good sound business argument is the best
way to put forth the truth and win out.

Potato production is more evenly distributed among
the various sections of the United States than is gen-
erally supposed, if the early as well as the late crop is
taken into account. According to the Department of
Agriculture, in the average of the four years, 1916-1919,
the North Atlantic States produced 28 per cent. of the
potato crop, the North Central States east of the Missis-
sippi River 22 per cent., those west of that river 18½
per cent., the Rocky Mountain and Pacific States 16
per cent., the South Atlantic States 10 per cent., and
the South Central States 6 per cent.

A query well worth profound consideration was re-
cently made by B. C. Forbes in one of the special busi-
ness articles written by him for the Philadelphia Public
Ledger. The query put by Mr. Forbes was, "Has not the
war taught business men and others in this country
to depend overmuch upon the Federal Government,
State authorities and other bodies to solve problems and
remove difficulties? Has not the 'Let-George-do-it'
spirit become too prevalent? Have we not lost some of
our self-reliance. Are we not inclined to be leaners
instead of leaders?" What do you think, Mr. Reader?

When Chief Forester W. B. Greeley says, as he does
in his interesting article "Agriculture—the Greatest
Wood-Using Industry in the United States," reprinted
in this issue of the JOURNAL from The Monthly Crop
Reporter, that farm woodlands reach the enormous
total of 191,000,000 acres and comprise two-fifths of the
forest area of the country, he will have no difficulty in
impressing all readers with the truth of his assertion
that "owning more forest lands, in the aggregate, than
lumber barons and all other private owners combined, the
farmer could well be independent in the matter of tim-
ber for all purposes."

In commenting on the "front-window-cooking" res-
taurants, our New Orleans correspondent is of the
belief that if the consuming public could only see how
the flour from which the cooking, the pies, cakes and
pastries are made, is handled in bags, in cars, freight
houses and drays, they would not be so impressed with
the white-gloved and white-capped demonstrator. The
Slack Barrel Advertising Campaign has a mighty im-
pressive and convincing booklet on the contamination
of foodstuffs in transportation by reason of improper
packages used. Our pure-food experts at Washing-
ton ought to make good use of the booklet mentioned.

In spite of the hesitancy of the apple growers to
place early orders covering their packing requirements,
October, according to reports, found them rushing in
barrel orders, and to the credit of the cooage trade,
it must be recorded that none were disappointed. Barrel
makers, from long catering to the apple trade, have
learned pretty well how to prepare for the apple barrel
demand, no matter whether it comes early or late, and
the apple grower has also come to know that the barrel
man can be depended upon to deliver whenever he
calls upon him, all of which understanding keeps busi-
ness moving, although the anxious bench of the barrel
man may be worn somewhat smooth during some of
the waiting periods.

The question of price adjustment in cooage and
cooage stock lines, as in all other lines of commodi-
ties, is bound to run its course before staple reason
and business judgment reasserts itself and selling prices
rest upon a level commensurate with manufacturing
costs. The swing of the price pendulum, as described
to C. M. Van Aken, of the C. M. Van Aken Cooage
Company, in his report this month, is but the legitimate
result of heretofore ruling high prices, and every one
interested in the welfare of the cooage trade will be
glad to note the pendulum swinging even as it is, for the
quicker the price pendulum swings in all lines of manu-
facture the quicker will such lines return to healthy
and continuous, prosperous conditions. That selling
prices, based on manufacturing costs, will surely and
early come into play and be acceptable to the buying
world without protest, we have not the slightest doubt,
for, with the period of cost inflation over, the right
selling price will never be hard to secure for any manu-
factured article or product.

If the Fifth Semi-Annual Convention of The Asso-
ciated Coopers' Industries of America, to be held at
the Hotel Cleveland, Cleveland, Ohio, November 8th,
9th and 10th, is not the largest in point of attendance
that the association has ever registered it will be because
the trade as a whole has failed to fully appreciate the
opportunity which the semi-annual meeting offers, and
the great benefits to be derived at this particular time
from the coming together of all those interested in the
cooage industry. The future of our industry holds
everything in store for us, so far as gratifying trade
expansion, trade increase and business prosperity is
concerned, and if there is any member of the cooage
trade who is not viewing the horizon of 1921 with
joyful expectation, then they are not standing where the
proper light falls upon the future. No one, in any line
of industry, expects that things are going to come as
easily as they have during the past few years—and it
would be a disastrous thing for the country if, under the
same conditions, they should continue to do so—but
every live and wide-awake American business man, we
believe, welcomes the opportunity which confronts him
in the years that lie ahead.

WITH SETTLING OF CONDITIONS WILL COME A GOOD FALL AND WINTER BUSINESS, SAYS JAMES INNES

The market on slack barrel stock is very unsettled at
the present time and prices of staves, hoops and head-
ing have declined considerably from the abnormal fig-
ures of the first six months. Dealers who have been
speculating are trying to unload in a hurry, and goods
are in some cases being sold below the cost of replace-
ment.

A great many of the mills that cannot manufacture at
present prices have already closed down, and until lower
rates on raw material are obtainable, and wages are
reduced, they cannot resume operations, not until prices
advance to a paying basis, on present costs of produc-
tion.

No doubt when the dealers dispose of stocks they have
contracted for, and have to move, prices will adjust
themselves to meet manufacturer's costs, and business
will again be conducted on a normal basis.

There is no doubt but that scarcity of stock induced
the manufacturers to make herculean efforts to get in
raw material, irrespective of cost, and this has ac-
counted, to a great extent, for the high prices which
have prevailed for some months. Scarcity of men, and
unfavorable weather, prevented the Canadian mills get-
ting more than moderate stocks of logs last winter, and
high prices for elm and hawswood lumber and pulp
caused a lot of logs, which would otherwise go into
cooage stock, to go out into lumber or pulp.

The same conditions applied to the Southern mills,
and until prices of cooage stock approximated lumber
and pulp prices, manufacturers could not buy logs and
bolts to run their mills. Just as soon as these settle,
we look for a good fall and winter business.

Tight barrel stock continues in good demand, prices
are fairly stable, and stocks have not accumulated to
any extent.

At this season, manufacturers try to get stock ahead,
to take care of the winter and spring trade, during
which time raw material stops coming in, and with the
favorable weather during October, some progress has
been made in stocking up, but manufacturers have been
handicapped by the insufficiency of skilled labor. Good
weather in November will help things considerably, but
November weather is proverbially uncertain, so we can-
not look for any large stocks to be accumulated.

WHEN LOW PRICE LEVEL IS REACHED, SELLING PRICE, BASED ENTIRELY ON COST OF PRO- DUCTION WILL BE QUICKLY ESTAB- LISHED, SAYS C. M. VAN AKEN

What we have been afraid of in the cooage busi-
ness has now put in an appearance. The pendulum has
turned from swinging upward to the opposite direction.
There can be no question but that prices of some kinds
of cooage were higher than they should have been—
\$75 and \$80 hoops never represented cost of production.
Stave and heading prices, of course, did not keep pace
with hoops, but they were high enough, and now that
the pendulum has turned it is more than likely that,
before it stops, cooage stock prices will be as much
too low as they have been too high.

The big demand for slack cooage stock throughout
this locality during the past several months has been for
fruit barrels. The end of October always brings an
end to that demand, but this year, with the high-priced
demand has come about more suddenly than usual, and
that sudden change is the cause for the shifting in
the swinging of the pendulum. Psychology enters into busi-
ness to a great extent, if we think that prices are going

to be high, we make them high, and if we think that they are going to be low, our attitude toward the proposition has a depressing effect upon the prices. Occasional cars of cooperage are still being shipped for fruit packages, and there is a fairly good demand along other lines. Still, because of the feeling that prices will be lower, most of the manufacturers and dealers who have any stock on hand at all are endeavoring to unload, and unload quickly. This is not altogether surprising; for, like the colored man who had the bank containing his few dollars "bust in his face," so when the pendulum is swinging right at a fellow and in the downward direction, it is only natural that he would endeavor to side-step it.

As far as we can learn there are no big stocks of cooperage on hand at the mills, and it is quite apparent that there is a fairly good demand for cooperage along various lines, so it is not necessary to give it away. I do not think it is going to take us long to realize this, and with the realization there will be a change in our attitude toward prices. It is not unlikely that the next few weeks we will see the low mark in cooperage prices, and after the low mark is reached it will take but a short time to get the business on the basis where it should be; namely, where the selling price is based entirely upon cost of production. This is the condition that we are hoping to reach soon.

MARKETING POOR STOCK AT ANY TIME IS UNPROFITABLE, AND ESPECIALLY ON AN ACTIVE MARKET, SAYS WALTER C. HARTMAN

For our November report we can say that the feature of the trade today is the waiting attitude of the consumers—postponing purchases until they believe prices have reached as low a level as can be expected this fall. What that level is, or will be, or when the general demand for cooperage stock will again be large, not even the wisest and most experienced ones can venture to guess.

A manufacturer was in our office the other day complaining about some rejections he was experiencing. He said upon very careful investigation he found he was shipping the same stock today that he forwarded regularly through the summer and active seasons when the demand was good and prices high. Not a car was refused and no allowances asked, but today he is being kept busy on the road going hither and thither endeavoring to have his stock accepted and the invoices paid.

He said the answer was that his stock has been actually poor throughout the year, but accepted by the other fellow because it was the best he could get, and even though the buyers' rights of rejection could not be questioned, as it was as good then as now, yet the poor stock was accepted without rejections because it was needed. Now, however, the trade, to avoid taking in high price stock, are exercising their rights of rejection on the poor stock basis.

While it is unprofitable to make poor stock at any time and force it on an active high market when most anything will pass, it is a fact that some plants vary their quality according to the demand, and have more than one variety to suit the occasion.

There are continued rumors to the effect that manufacturers of stock generally, particularly in the South and Southwest, finding that they cannot operate below the present level, are very indifferent in regard to the quantity of stock they put on the market this fall and the coming winter. It is said that many will shut down, and if so, the effect will no doubt clean us out before spring.

There is no kind of stock used for the slack package except steel and wire hoops that has held its own in price. These commodities have met with no changes during the year, the policy of the steel corporation being to hold their selling prices at the comparatively low level of two years ago and under the lists of their independent competitors.

RAILROADS TO ADJUST INTERCHANGE OF CARS

Railroads are working out plans to equalize the interchange of freight cars so that each line will receive from its connections as many cars as it delivers, it was announced recently by the American Railway Association.

The proposed plan should operate to enable each district to maintain a supply of cars approximating its ownership, the association stated. To meet the demand for cars for the grain movement and the necessities of local situations, however, orders now in effect require eastern roads to deliver to western lines at Chicago, Peoria and St. Louis a designated number of cars per day in excess of the number of cars required for equalization.

DON'T FAIL TO GET A COPY OF GERLACH'S NEW 1921 CATALOGUE

With characteristic business enterprise and foresight the Peter Gerlach Company, Cleveland, Ohio, manufacturers of the widely known line of Gerlach cooperage machinery, have chosen a most opportune time for the presentation of their new 1921 catalogue, as copies of the new catalogue will be distributed to all those in attendance at the semi-annual meeting of The Associated Cooperage Industries of America, at Cleveland, Ohio, November 8th, 9th and 10th. Writing of their new catalogue, President R. P. Gerlach says:

"Every machine catalogued in our new 100-page cooperage machinery, circular and cylinder saws catalogue will not only be of our own manufacture, but 90 per cent. of the machines are of our own invention. As a whole, our new catalogue will be a work of art. It is intended as a souvenir to our friends and customers at home and abroad, and we trust will be ready for distribution at the Cooperage Convention to be held at Hotel Cleveland, here, on November 8th, 9th and 10th. It is hoped that there will be a large attendance at the semi-annual meeting, if for no other reason than to secure a copy of our 1921 catalogue."

THE NATIONAL STEEL HOOP

To the Trade:

We want the cooperage trade to know, through the pages of the "Journal," that we have invented and are getting patents on a new steel hoop that has quite novel features. It is very difficult at the present time to secure raw material from which to manufacture such a hoop, but later the stock will be made here in Detroit at our own mill and will be called the NATIONAL STEEL HOOP. The National Steel Hoop is different from any steel hoop heretofore made, in that it can be used in either a hand or machine shop, applied to the barrel the same as an elm hoop.

The National Steel Hoop will be shipped in coils and the hoops riveted as used. They are flared in the process of manufacturing and are so formed that when once driven on a barrel there is little necessity of nailing, as it is almost impossible to drive the hoop back and off the barrel. They will contract and expand with the shrinking or swelling of the barrel.

About the first of this year we organized what we call our Steel and Metal Division and are handling steel and wire products, principally in carload lots, including wire hoops, steel hoops, galvanized and plain wire of all kinds, bale ties, wire nails, etc., etc., and are in position to handle promptly all orders for these lines of products.

NATIONAL MANUFACTURING CO.,
DETROIT, MICH.

ILLINOIS RAILROADS DENIED INCREASE

According to reports from Springfield, Ill., October 18th, railroads of Illinois, on that date, were denied a 40 per cent. increase in freight rates by the State Public Utilities Commission. With this, its second denial of advance rates to meet the interstate increase authorized by the Interstate Commerce Commission, the Illinois commission affirms its exclusive authority to regulate rates within the State, and gives notice that its contention will be carried to the United States Supreme Court if necessary.

DOESN'T THIS MAKE YOU FEEL EXCEPTIONALLY GOOD, MR. AMERICAN?

Not only in the free port of Copenhagen, writes Consul Maurice P. Dunlap, but in other harbors in Denmark it has been a pleasure to note the frequency with which ships now call, flying the American flag. While there was not one American ship entered in the free port in 1918, there were 78 in 1919, totaling 199,921 net registered tons. The highest number previously recorded was in 1915 when there were 34, totaling 66,859 tons, but this was most exceptional, a result of war conditions. Before the war the American flag was seldom seen in these harbors. In 1914, four, and in 1913, three, was the total number of American ships calling at the Copenhagen free port.

The United States Shipping Board sent a representative to Copenhagen during the year, and the activities of the new office are continually on the increase, a large portion of the ships calling here being under the control of the board.

The Interstate Commerce Commission has ordered a hearing November 8th at St. Louis to investigate refusal of the Missouri Public Service Commission to permit increases in freight rates within the State similar to the advances authorized for interstate service.

WANTS IN COOPERAGE LINES

Bratt & Lang Barrel Company, Racine, Wis., is in the market for white oak heading.

R. J. Jennings, Three Square, Va., is in the market for slack barrel stave machinery.

Atkins Lumber Co., Atkins, Va., is in the market for a 26" Whitney or Gerlach barrel stave saw, complete.

T. R. Miller Mill Co., J. R. Miller, Secretary, Brewton, Ala., is in the market for veneer barrels or drums for holding 50 to 100 pounds sweeping compound.

A firm in Canada wants to purchase coopers' tools and barrel hoops. Quotations to be given f. o. b. shipping point. Terms cash. Reference. For name and address write 33907 Bureau of Foreign and Domestic Commerce, Washington, D. C.

"Keg," care The National Coopers' Journal, Philadelphia, Pa., is in the market for a Holmes No. 114 key raising and heading-up machine and No. 115 keg hoop driver for making kegs with 12½-inch and 14½-inch heading and 19-inch staves. State price, condition and where machines can be seen, in first letter.

The Benecoe Lumber Company, Inc., 82 Wall Street, New York, is in the market for 500 white oak oil shooks of 66 U. S. gallon capacity. The staves are to be 4½ inches in length, and the heading 22 inches. The shooks should include 8 steel hoops of 1¼-inch gauge. They desire to receive best quotation delivered New York and New Orleans rate of freight. Should manufacturers replying be unable to supply the above in white oak, they are requested to quote on red oak oil shooks of the same specifications. If white oak oil shooks, conforming to the above specifications, are not available, quotations on other white oak oil shooks, as long as the capacity is the same, namely, 66/67 U. S. gallons, are requested. When quoting, describe the shooks in detail, and give information as to weight. Also how soon after receipt of order shipment could be made. The Benecoe Lumber Co., Inc., are also interested in white oak oil shooks of 66/67 gallon capacity.

OZARK COOPERAGE AND LUMBER CO. HAS CHANGE IN NEW ORLEANS OFFICE ADDRESS

Announcement received from St. Louis, Mo., the home office of the Ozark Cooperage and Lumber Co. is to the effect that the company's New Orleans office, which formerly had been at 907 Hibernia Bank Building, has been removed to 406 Canal Bank Annex Building. The management of the New Orleans office of the Ozark Cooperage and Lumber Co. will remain in charge of Mr. W. B. Charlot, who will always be found on the cordial receiving committee, ready to extend "greetings" and say "howdy" to all visitors. Don't forget the new address, 406 Canal Bank Annex Building.

LARGER EXPORTS BUT SMALLER IMPORTS IN SEPTEMBER

An increase of \$28,000,000 in exports, but a decrease of \$150,000,000 in imports in September, as compared with August, is shown in a statement issued by the Bureau of Foreign and Domestic Commerce of the Department of Commerce October 25th.

The exports in September amounted to \$606,000,000, against \$578,000,000 in August of this year and \$595,000,000 in September of last year.

For the nine months' period ending with September, 1920, the exports were \$6,082,000,000, as compared with \$5,867,000,000 for last year.

The September imports amounted to \$363,000,000, against \$513,000,000 in August, 1920, and \$435,000,000 in September, 1919. For the nine months' period ending with September of this year the imports were \$4,358,000,000, against \$2,697,000,000 during the corresponding period last year.

The imports of gold in September amounted to \$39,000,000 and exceeded those for August by \$24,000,000. For the nine months ending September of this year the imports of gold amounted to \$199,000,000, compared with \$56,000,000 in the same period of last year.

September exports of gold amounted to \$17,000,000, against \$25,000,000 in August this year and \$29,000,000 in September, 1919. For the nine-month period the gold exports were \$259,000,000, as against \$226,000,000 last year. Imports of silver were \$6,500,000 for September and \$73,000,000 for the nine months. Exports of silver during September amounted to \$6,600,000 and for the nine-month period to \$99,000,000.

Cleveland Reports Cooperage Trade is Starting Fall Season with Considerable "Pep"

A remarkable change in conditions has developed in the Cleveland and northern Ohio cooperage industry in the last few weeks. With the fall season starting off with considerable pep has come a reaction that astonishes manufacturers and consumers alike. The cause of all the recent slump can be traced indirectly to the wallop the Ford interests gave to automobile prices about the middle of September. Since then there has been a steady contraction of automobile activity in the Cleveland district, and this means that all lines directly or indirectly connected with the automobile trade have reacted accordingly. Admitting with one exception that this is no longer a seller's market, barrel manufacturers are getting ready to look for business.

Some Tidy Apple Barrel Orders Are Being Booked

The one exception is the apple barrel demand. Sel-dom in the history of the cooperage industry or the apple growing business has there been such a bountiful crop. Slack cooperage interests throughout the Middle West saw it coming months ago, and prepared accordingly. Much additional finished cooperage was accumulated, and this is coming in right handily now, as some tidy business is being booked in this connection. Farmers from all sections appreciate that the first to get their apples to market will be the first to cash in on good returns, and they are not hesitating to book for large barrel requirements.

Although the apple barrel demand exceeds all expectations, there is no lull in other slack cooperage requirements in this section, all the regular seasonal lines being in good demand, at least good considering the uncertain business conditions generally.

The Question of Price Adjustment

According to leading manufacturers here the factor that barrel manufacturers, as well as other producers, will have to reckon with at no late date will be that of lower prices. Already there is a tendency among all consumers to seek lower prices. On the other hand all package consumers admit they are not paying any lower wages, or receiving anything in the way of lower prices for their own goods. And until wages come down with the barrel manufacturer it is more than likely to expect that finished barrel prices will be sustained.

Slack cooperage material is being offered more freely in this district during the last few weeks, and though it is easier for makers to get it through, and though there is a tendency toward softening of prices, actual reductions, however, have not been forthcoming to manufacturers here as yet.

Tight Cooperage Market on the Jump

In tight cooperage circles the demand is sustained against considerable odds by the increased production of cider, grape juice, beverages, vinegar and similar products, and this is keeping tight cooperage makers on the jump. On the other hand, general lines have quieted down in keeping with the general business contraction. Lower price inquiries are more significant in this branch of the trade than in slack cooperage.

Conditions Are Deceptive

At the same time it has been so long since the barrel trade experienced really normal conditions, points out C. C. Berry, secretary of the Cleveland Cooperage Company, that the sudden reaction of the last few weeks makes conditions appear a good deal worse than they really are.

Tight cooperage manufacturers here do not see relief from high prices as yet, in spite of the insistence of consumers for a lower price schedule. But continuance of the freer material conditions are inclined to bring that about. More material is being offered at primary points than for the last few years. Good weather of the last few weeks has aided production, and the same influence has assisted in moving the material to the manufacturing point. While transportation conditions still are uncertain in a few sections, in the main freight movement is decidedly clearer. Only with the absorption of high priced material now in manufacturers' hands here, and the arrival of actually lower priced new stocks, will there be any reduction in barrel prices themselves, and this will be the first reduction in this market in the last three years, leading manufacturers point out.

Barrels Carry Clay Pigeons to Big Trap Shooting Meet

The lay public was given an idea of the importance of the barrel in varied forms of distribution of materials at the Grand American Handicap, a big trap shooting meet which was held recently at Edgewater

Park, Cleveland, Ohio. Barrels were used to carry the clay pigeons, or targets, to the grounds. The targets were supplied by the Chamberlain Cartridge & Target Company, and were brought here from the company's factory at Findlay. There were 500 targets to a barrel. Approximately 250,000 targets were sent out from the traps, so it will be seen that 500 barrels were required. The barrels were used for a double purpose, being lined up to separate certain departments on the grounds during the tournament. The barrels were supplied by the Greif Brothers Cooperage Company.

Big Attendance Expected at Cleveland

Preparations for Cleveland's part in the convention of The Associated Cooperage Industries of America, to be held here November 8-9-10 have been made by the local barrel interests. C. C. Berry, of the Cleveland Cooperage Company, and chairman of the good barrel group, has been named to head the entertainment committee. Already the promise goes forth that a vaudeville entertainment extraordinary will be linked up with the banquet festivities on the second night of the meeting. And there will be a few side lines not to be revealed until the members are ready to indulge in same.

It is confidently expected that the convention will bring the largest attendance the organization has ever had, because the uncertain business conditions that have developed in the last few weeks warrant serious consideration at this time.

CHICAGO STOCK AND BARREL MARKET

The following price quotations on slack stock and barrels, received October 22, approximates the general market at this time, even though "some may be a little high and others a little low," according to the JOURNAL's correspondent:

No. 1, 28½-in. elm staves.....	\$33.00 @ 34.00
No. 1, 28½-in. gum staves.....	28.00 @ 30.00
No. 1, 28½-in. cottonwood staves.....	30.00 @ 31.00
No. 1, 28½-in. sycamore staves.....	28.00 @ 30.00
No. 1, 30-in. elm staves.....	30.00 @ 31.00
No. 1, 30-in. ash staves.....	42.00 @ 45.00
No. 1, 29-in. ash staves.....	42.00 @ 45.00
No. 2, 28½-in. elm staves.....	20.00 @ 22.00
No. 2, 28½-in. cottonwood staves.....	22.00 @ 23.00
No. 2, 29-in. ash staves.....	20.00 @ 21.00
No. 2, 30-in. ash staves.....	20.00 @ 22.00
No. 2, 30-in. gum staves.....	20.00 @ 22.00
No. 2, 30-in. elm staves.....	20.00 @ 22.00
M. R. 28½-in. (62-in.) fruit barrels.....	17.00 @ 18.00
M. R. 30-in. gum staves.....	25.00 @ 26.00
M. R. 34-in. M. T. staves.....	30.00 @ 31.00
4-ft. 8-in. coiled elm hoops.....	9.00 @ 10.00
4-ft. coiled elm hoops.....	12.00 @ 14.00
4 ft. 4-in. coiled elm hoops.....	13.00 @ 15.00
5-ft. coiled elm hoops.....	25.00 @ 26.00
5-ft. 6-in. coiled elm hoops.....	32.00 @ 35.00
6-ft. coiled elm hoops.....	35.00 @ 37.00
6-ft. 6-in. coiled elm hoops.....	36.00 @ 38.00
6-ft. 9-in. coiled elm hoops.....	36.00 @ 38.00
M. R. 17½-in. gum heading.....	17 @ 18c.
No. 1, 17½-in. gum (flour barrel) heading.....	21 @ 22c.
No. 2, 19½-in. gum heading.....	23 @ 24c.

Slack Barrel Market, New

No. 2 apple barrels, wood hoops.....	\$1.40
No. 2 apple barrels, M. R. wood hoops.....	1.50
No. 2 apple barrels, wire or steel hoops.....	1.30
No. 2 apple barrels, M. R. wire or steel hoops.....	1.40
Sugar and flour barrels.....	1.50
No. 2 sugar barrel size.....	1.25

THE BRUECKMANN COOPERAGE CO. REPORTS SLACKENING UP IN SECOND-HAND BARREL TRADE, BUT DEMAND IS STILL GOOD

Business in second-hand barrel lines is slackening up considerably, still just the same we have lots of work to do, and this is the very first time for quite a while that we have not been compelled to turn orders down, as the orders were coming in here so rapidly that we had to turn down a considerable amount. Prices have not dropped any to speak of, and we believe that this condition is only temporary, even though every one is anticipating a drop in the market, and is just buying what they absolutely have to.

We do not feel a bit pessimistic about trade either present or future, as we still have a very good demand for molasses, glucose, lard and lubricating oil barrels, and the slack barrel department is active also. We are not going to do any worrying, as things undoubtedly will adjust themselves speedily.

ST. LOUIS COOPERAGE STOCK MARKET

The following price quotations covering the St. Louis slack stock markets, and received October 22, are f. o. b. mills:

No. 1, 28½-in. elm staves.....	\$34.00
No. 1, 28½-in. gum staves.....	30.00
No. 1, 28½-in. cottonwood staves.....	31.00
No. 1, 30-in. elm staves.....	35.00
No. 1, 30-in. ash staves.....	50.00
No. 1, 24-in. mixed timber staves.....	25.00
No. 2, 28½-in. gum staves.....	23.00
No. 2, 29-in. ash staves.....	22.00
No. 2, 30-in. ash staves.....	22.00
No. 2, 30-in. gum staves.....	23.00
No. 2, 30-in. elm staves.....	24.00
No. 2, 23½-in. mixed timber staves.....	15.00
M. R. 28½-in. (62-in.) fruit bbl.....	23.00
M. R. 30-in. gum staves.....	29.00
M. R. 34-in. M. T. staves.....	35.00
3-ft. 8-in. coiled elm hoops.....	15.00
4-ft. coiled elm hoops.....	16.00
4-ft. 4-in. coiled elm hoops.....	18.00
5-ft. coiled elm hoops.....	21.00
5-ft. 6-in. coiled elm hoops.....	35.00
6-ft. coiled elm hoops.....	39.00
6-ft. 6-in. coiled elm hoops.....	39.00
6-ft. 9-in. coiled elm hoops.....	41.00
M. R. 17½-in. gum heading.....	20c.
No. 1, 17½-in. gum (flour bbl.) heading.....	25c.
No. 1, 19½-in. gum heading.....	26c.
No. 2, 19½-in. gum heading.....	19c.
M. R. 18½-in. gum heading.....	20c.
No. 7, 14½-in. gum heading.....	20c.
No. 2, 17½-in. gum heading.....	16c.

LOOKING AHEAD IN THE OIL INDUSTRY

The Republic of Colombia, according to a circular recently issued by the Bureau of Foreign and Domestic Commerce, is looked upon by prominent geologists as a promising field for the exploitation of petroleum resources. The world demand for petroleum and its products, the favorable reports of geologists, and the actual commercial production from several wells should prove an incentive to the development of the petroleum resources of Colombia. The circular says in part:

"The United States has undoubtedly reached the peak of home production of petroleum, and with its present production maintained it will take but 18 or 20 years to exhaust its unmined reserves, estimated by Dr. David White to be 7,000,000,000 barrels. 'We must expect,' he says, 'that unless our tremendous consumption is checked, within five years we will be dependent upon foreign fields to the extent of 150,000,000 to 200,000,000 barrels annually.' Statistics gathered by reliable experts place the total oil reserves of the world at some 65,000,000,000 barrels, of which probably more than one-half lies in the Western Hemisphere.

"The position America may eventually occupy as to these resources, so vital to its industrial life, will depend upon its present activity in foreign development. That there is now in existence among the various nations an effort or 'scramble' to acquire undeveloped petroleum resources can not be denied. The inauguration of a merchant marine policy destined to place this country in the forefront of maritime powers, and the enormous and increasing consumption of oil in our growing commercial and industrial life call for an increased interest in foreign sources of oil supply on the part of American citizens, whose efforts to legitimately develop foreign oil resources should receive all necessary encouragement and assistance which the various branches of this Government may be in position to extend to them.

"The geographical relation of the United States and Colombia should be an important inducement for American development of Colombia's oil resources. The shipping points of the oil regions of Colombia are from 12 to 24 hours nearer the refineries of our Atlantic seaboard than is Tampico, Mexico. A few comparative distances are as follows:

Cartagena to New York	Miles
Tampico to New York	1,833
Galveston to New York	2,035
Cartagena to Colon	1,893
Tampico to Colon	266
Cartagena to San Francisco	1,486
Tampico to San Francisco	3,592
Cartagena to San Francisco	4,812

The Indiana Veneer and Package Company, Paoli, Ind., has been incorporated with a capital stock of \$200,000. It is the intention of the company to engage in the manufacture of wooden packages on an extensive scale, and to that end a modern package plant will be erected.

Louisville Reports Stave and Heading Manufacturers Claim 1920 Fall Business Season Best in Years

The close of the 1920 season will find the cooperage trade of the South in generally better shape than had been anticipated. The South got a poor start this year on account of rain and wet woods, following a rainy period of many months. However, the weatherman decided to smile on the South for a few months, and ideal conditions have been met with for many months past. Stave and heading men claim that it is the best season in years. Production has been good, and fall weather has been better than known in years. The end of the year will find probably that more tight stock has been produced than in any previous season in a coon's age. However, while some cooperage men are a bit "leary" of over-production, and are figuring that it may result in cheap stuff on the market next year, this is not the case with the trade as a whole.

Not Worrying About Over-Production

One large cooperage concern operating a number of stave and heading mills, recently reported that over-production was not worrying them any, as they did not believe there would be any over-production in spite of the heavy manufacturing this year. As a result of the long period of idleness stocks were very low in this country, while foreign countries were badly in need of material as a result of demand having been slow for several years on account of the war. This one concern reports that in spite of heavy production it has not much stock available, as the bulk of its production has been sold well into 1921. In fact, it will require all the stock that the company can produce for several months of the new season to fill orders now on hand. There are other companies in much the same shape as the one reported, and there has not been much stock available for many months past.

Cooperage Trade Meeting With Big Barrel Demand

With a continuation of the present good weather there should be more unsold stock available here and there. Demand is keen as a whole, as the cooperage trade is meeting with a big barrel demand, and stocks in many yards are short. Again, cars are in better supply than at any previous time, probably in five years, and shipments are moving forward rapidly.

Heavy Call for Kegs and Half Barrels

In the tight barrel trade there is a heavy demand reported for kegs and half barrels, Louisville plants working at full capacity in meeting the demand.

The Barrel Market

Prices of barrels have been lowered slightly, due in part to competition of mills which are producing their own cooperage stock, as well as existing prices of other containers. In September prices were raised a little, but have gone back to the August level. Six-hoop barrels, of red oak, for oil, are quoted at \$4.75; wine barrels, \$8; white oak oil barrels, \$5.25; gum, \$4. Thirty-gallon halves, oil, \$3.25; spirit, \$4.50; gum, \$3. Second-hand whiskey barrels, \$6; shaved out, \$7.50; second-hand oil, \$3.25; glucose, \$2.50; kegs, red oak, 5-gallon, new, \$1.40; 10-gallon, \$2; 15-gallon, \$2.65; 25-gallon, \$3.25.

The Stock Market

Tight stock is still reported at prices ranging from \$95 to \$115 per thousand for staves, according to quality and grade for white oak oil, with red oak \$10 to \$15 under this price. There are very few spirit staves being quoted, but it is understood that they are worth from \$150 to \$175.

The Slack Stock Market

In the slack market slack staves are quoted at \$35 to \$40 a thousand for No. 1 grade; No. 2, \$31@33; heading, No. 1, 30c; No. 2, 20c; mill run, 22c; hoops, \$60 a thousand. Slack barrels are quoted at \$1.30@1.40 for produce, and \$1.40@1.50 for flour. Sugar size produce for packing, of No. 2, stock, \$1.30@1.40.

Cider of Less Than One-Half of One Per Cent. Must Be Prepared and Marketed in Tight Containers

Under a ruling issued in Washington on October 16th, sweet cider of less than one-half of one per cent. alcohol content can be made and sold without permits, but must be prepared and marketed in tight containers, so treated as to prevent fermentation with resulting increase in alcoholic content. Responsibility rests with the manufacturer. However, before this ruling came out there was a very active demand for cider kegs, half-barrels and barrels, as apple shippers can see nothing

ing in the apple market this year with a big crop and low prices along with a dull demand. It is reported that a large cider crop is being put up, and demand surely points to it.

Call for Tight Barrels of All Descriptions Keeps Stock Demand Active

There has also been a good demand for sorghum and molasses barrels this season, and the cotton oil mills of the South are now beginning to buy more freely. The paint and varnish trades are also buying fairly well. Tight stock is generally active all along the lines.

Slack Barrel Demand Needs Vigorous Stirring Up

In slack barrels demand continues poor and needs vigorous stirring up. Low flour prices are resulting in less than half time for flour mills. Apple packers are not packing and demand is quiet. Other lines are not taking barrels at all freely. The cement trade has almost deserted slack barrels, and not much of the flour production is now packed in wood.

J. D. Hollingshead Co. Active in Boosting the Barrel

Special advertising on apple barrels has been appearing in the Louisville papers for J. D. Hollingshead Company, the "Gold Seal Cooperage Products" manufacturers, of Chicago. Apple barrels have been moving slowly, and the J. D. Hollingshead Company maintains that the apple shipper will get a better price for apples, well packed, in good barrels.

Movement in Emptying of Whiskey Barrels Has Been Curtailed

Second-hand whiskey barrels are not being emptied as freely as they were, and as bottling is light, there is no great quantity of such stock available. The Government agents have been so active in trailing down use of liquor for personal or beverage use, instead of medicinal use that much of the bottling has ceased. It has just recently been discovered, also, that a large quantity of whiskey has been shipped out on forged permits and receipts, which has curtailed movement.

Ohio Valley Improvement Assn. Will Hold Meeting

A meeting of the Ohio Valley Improvement Association has been scheduled for Paducah, Ky., on November 16th and 17th, to further work on improvements on the Ohio River, looking to the 9-foot stage from Pittsburgh to Cairo. Congress is to be asked for a larger appropriation for speeding up the improvements.

Cooperage Co. Will Make Pianos and Talking Machines

The Kentucky Cabinet Company has been formed by the same interests which operate the Gambrinus Cooperage Company, which is owned by Philip Sengel & Son. The new company is capitalized at \$10,000 to manufacture piano, talking machine and musical cabinets. It will occupy a portion of the cooperage plant. Philip Sengel is president and George Sengel secretary-treasurer. Harry B. Towles, Adam W. Wright and V. T. McGee are other incorporators. Mr. Wright stated that very little additional machinery would be needed, and that the company would specialize in general lines of musical instrument cabinets, piano benches, etc.

Southern Hardwood Traffic Association Membership Is Increasing

J. S. Thompson, of the Southern Hardwood Traffic Association, has secured a number of new members during the year, which reduces the cost of the bureau for the various cooperage and lumber companies who are members. Mr. Thompson is just back from Columbus, Ind., where he secured the Columbus Handle & Tool Company. He also reports that the American Overseas Forwarding Company, a branch of the organization, is now handling a good deal of tobacco in hogsheads out of Louisville for export.

Lead, Color and Varnish Company Will Install Cooperage Plant

The Peaslee Gaulbert Company, operating the Louisville Lead and Color Company and General Varnish Company, has recently installed a cooperage plant of its own, which will principally re-cooper barrels. The company has also installed a large tank farm, bringing various oils to Louisville in tank cars and barreling in its own plant.

Oil Industry Calling for Large Wood Tanks

There has been a good silo demand during the past year, and the oil industry is also demanding many large wooden tanks for storage of oil in the producing districts of the State. Old tanks of all kinds have been in good demand at high prices for oil storage.

Expect Appalachian Logging Congress to Be Well Attended

The Appalachian Logging Congress, which meets annually at Knoxville, Tenn., has arranged to meet on November 11th to 13th. It is expected that the trade papers and machinery houses will be well represented, and that a large delegation of lumbermen from points north of the Ohio River will attend.

With the Louisville Trade

J. N. White, of the Louisville Cooperage Company, reports an active demand for barrels and kegs, there being an especially good demand from the cider manufacturers, pickle people and from the cottonseed oil people. Stave and heading production at the company's Kentucky and Southern mills has been far better than was anticipated.

Frank Russell, of the Russell Stave Company, Louisville, and his daughter, Miss Tosca Russell, were members of a party of some two hundred Kentuckians who accompanied the Center College football team to Cambridge, Mass., on October 22, to see the game between Center and Harvard on the following Saturday. A special train carrying the Kentuckians was arranged for.

Amended articles of incorporation have been filed by the Louisville Cooperage Company, changing its articles slightly in connection with the election of directors and some minor matters, of interest merely to company officers.

STATUS OF "LEAVINS" IN WHISKEY BARRELS DETERMINED—AND IN FAVOR OF DISTILLER

Is an empty whiskey barrel, with nothing but the smell left, intoxicating? And if you extract the smell by washing it out with warm water and then evaporating the water, is the residue subject to internal revenue tax? These, in substance, were the questions to be decided by Judge Walter Evans, of Louisville, Ky., who on September 30th heard evidence in the suit of the Bernheim Distilling Company, of Louisville, against J. Scott Mayes, former Collector of Internal Revenue, and Assistant Collector Gore, seeking to recover \$5,000 tax paid under protest.

It appears the distilling company washed out all of its empty whiskey barrels with warm water and, according to the collector, salvaged enough whiskey which otherwise would have remained soaked in the wood, to look good for \$5,000 tax.

The company finally paid the tax, but later decided it wanted its money back. In its complaint the company maintained it had already paid tax on the whiskey in the barrel. The Government thought the washing-out process and subsequent separation of water and alcohol smacked of a separate distillation, however, and refused to let go of the cash in hand. So it was up to Judge Evans, who was asked to take the matter under advisement.

The Bernheim Distilling Company, on October 11th, won its suit to recover \$5,533, the amount the Government had claimed in tax on the ground of excess soaking. Judge Walter Evans in deciding the case gave the company judgment for the full amount.

The Government contended that the company used a hot water process to draw from whiskey barrels liquor which had soaked into the staves and upon which exemption was allowed when the tax was paid on the whiskey.

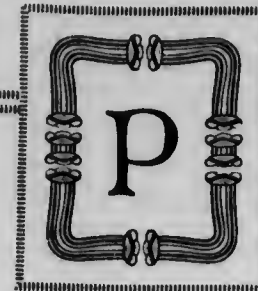
The company maintained that tax had been paid on the whiskey in the barrels and that it drained out only what had been left in the barrels.

Judge Evans, in giving his decision, said that the thirty barrels tested by the Government were not sufficient to determine the amount obtainable from the large number of barrels involved in the case.

Judge George Durrelle and Lee Hamilton represented the distilling company and United States District Attorney W. V. Gregory and his assistant, S. M. Russell, represented the Government.

MR. ROSENFELD RETURNS TO HOUSTON

Mr. Morris Rosenfeld, president of the Hirsch Cooperage Co., tight barrel and shock manufacturers, of Houston, Texas, who has been in charge of the company's New York office since it was established, has returned to Houston in order to devote his entire time and attention to business at the home office.



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Agriculture—the Greatest Wood-Using Industry in the United States, Says Chief Forester W. B. Greeley

Who in this country uses the most timber? And who owns the most forest land? The answer to both questions is—the farmer. Both going and coming the farmer is vitally interested in timber.

Whenever the farmer builds a barn or silo or buys an axe handle, the supply and the price of timber affects his pocketbook. On the other hand, whether material suitable for his farm implements or buildings is to be had when he wants it may depend upon how he manages his woodland. And his interest in timber does not stop there; it extends to the question of how convenient and desirable a place his farm shall be on which to live and raise his family. Is he going to be able to keep his house and barns and fences in good repair?

The estimates of a large number of county agents show that the average farm, new and old, requires about 2,000 board feet of lumber yearly for repairs or new buildings. Can he get up-to-date tools and equipment at reasonable prices to work his land? After he has raised his crops, are they to be shipped in proper containers to the best markets or sacrificed because containers can not be had or cost too much? All these depend in no small degree on the supply and price of timber.

Barrels Among Farm Requirements

Agriculture is the greatest wood-using industry of the United States. Forty-six per cent. of all the wood which this country consumes annually is used on its farms. The yearly lumber bill for farm structures and improvements aggregates 634 billion board feet! Farm requirements for barrels and boxes, and other articles manufactured from wood call for nearly 4 billion board feet additional each year. Add to these requirements the 80 million cords of fuel wood consumed annually by farmers and over a billion cubic feet of fencing material, and it is easily seen that farmers have a greater interest in an assured supply of timber at reasonable prices than any other class of American citizens.

National Forests Are Furnishing Lumber for Fruit Packages

The needs of the fruit growers in California for a steady and sufficient supply of box shooks at reasonable prices have become so urgent that several of the fruit associations are now operating saw mills and manufacturing their own box material on a large scale. A number of these saw mills are getting their logs from the national forests. The gradual depletion of timber in Florida and the adjacent States is confronting orchardists and truck farmers with a serious problem as to where and at what cost they can obtain in the future the enormous quantities of wooden containers required to move their crops to market.

Scarcity of Lumber Is Handicapping Farm Development

The availability of cheap lumber of good quality has been a tremendous aid in the rapid development of American farms. During the eighties, the Middle Western farmer obtained for \$15 to \$20 per thousand board feet white pine lumber from the Lake States of a quality now scarcely to be found. In February, 1920, he paid from \$70 to \$75 per thousand feet for framing and sheathing lumber and up to \$150 per thousand feet for the better grades of finish, and all of it came from the South or the far West.

The effect of such excessive prices is inevitable. Lumber dealers in the Prairie States report that new farm construction in the spring of 1920 is less than half the normal volume, and that even current repairs on farm buildings have dropped off one-third. Reports from a large number of county agents in 33 States lying east of the Rocky Mountains indicate that the real demand for lumber for farm improvements and improved living conditions is greater than before the war, but that this demand is not being supplied owing to the excessive cost of lumber. The scarcity of lumber, particularly in our great central agricultural belt, is handicapping farm development, crop production, and the growing of livestock. And from all parts of this territory comes the report that these conditions, which tend to lower the standards of living and efficiency on the farm, are making it more difficult to hold the farmer's own children and desirable classes of labor.

The farmer, in common with the other users of lumber, is not merely experiencing a wave of high prices. Lumber, indeed, has had its full share of price inflation. This is due not only to general causes, but also to the sudden release of pent-up demands for building and construction at a time when lumber stocks were low and the industry could not rapidly increase its production. But behind these temporary conditions is a

more permanent and more serious cause of high lumber prices. The steady depletion of the great forest regions nearest the bulk of our agriculture and population has gone so far that 61 per cent. of the timber now in the United States is west of the Great Plains; that lumber is being hauled longer and longer distances, paying higher freight charges and becoming more and more subject to the delays arising from car shortages and congestion of transportation; and that competition between different lumber manufacturing regions for the supply of many of our large rural and other markets, which has been the great leveler of lumber prices, is fast disappearing.

In all probability the existing high prices on lumber can not be long maintained. But the depletion of our forests is bound, from the very shortage and restricted location of the remaining raw material and from the narrowed field for competition, to bring about permanently higher price levels for timber products and to accentuate the temporary waves of high prices due to labor shortages, congestion of transportation, or other special causes. By and large, American agriculture will suffer more from this condition than any other industry, because our farms are the largest consumers of timber.

Farm Woodlands Total 191 Million Acres

The farmer is the most independent of anyone in the Nation when it comes to food. He might be equally independent in the matter of timber. He owns, in the aggregate, more forest land than the lumber barons and all other private owners combined. Farm woodlots, or woodlands, reach the enormous totals of 191 million acres and comprise two-fifths of the forest area of the United States. East of the Mississippi River they cover 153 million acres, or 45 per cent. of all the forests. A rough estimate places the timber standing in the farm woodlots of the Eastern States at 340 billion feet, or 40 per cent. of the timber in this region. And this quantity includes over half of our remaining hardwoods.

Stave Timber on Farm Woodlands

It has been estimated roughly that the annual growth of timber possible on the farm woodlands of the United States is equal to 8½ million board feet of material suitable for lumber, staves, boxes, etc., and 114 million cords of fuel wood. In other words, the farm woodlands themselves could produce more than the entire quantity of fuel now consumed by the farmers and 81 per cent. of the present quantity of lumber, barrels and boxes now used on the farms, if their growing capacity were fully utilized. From the information to be had, which is far from complete, it does not seem probable that the farm woodlands are growing today more than one-third of the timber which they might produce if they were kept at work at full capacity.

A National Forest Policy

The farmers of the United States are not only the largest consumers of forest products; they are the most permanent users of wood. However other industries may shift or change, the great areas of agricultural land remain as the most basic of our national resources. Not only must the fertility of our farms be maintained; their homes, the improvements necessary for their efficient operation, the containers required to ship their products—these requirements of permanent and efficient agriculture must be provided. American agriculture can not thrive if wood is priced as an imported luxury. There is no more immediate or more vital need for a national policy of reforestation than the need for assuring a cheap and abundant supply of timber for our farms.

The United States contains an acreage of forest land not required for other purposes that is ample to grow all the timber it needs. But the great bulk of our forest land is now growing only a small fraction of the timber which it might produce, and 81 million acres have been so devastated by fire and destructive lumbering that they are growing almost nothing at all. A national forest policy must replace these enormous areas of idle, or largely idle, land with growing forests—distributed all over the country. Just as far as the character of the land will permit, timber should be grown near where it is to be used; and aside from the Prairie States and limited regions where all the land is too valuable for growing timber, this is entirely feasible. To put back real forests upon our denuded lands means: First, that forest fires must be stopped; and, second, that we must apply to the growing of timber the study and intelligence that has been given to the growing of food crops. There is no one who has a more vital interest

in getting this thing done than the farmer, and by that same token should the farmer see to it that his own forest lands are in the working, not the idle, class.

Far too generally, the farm woodlot is the result of chance. Its size, the material it contains, its value to the farm, such as it is, have come about haphazard. The direct contribution which the farm owner can make to solving our timber problem is to determine what parts of this land are suited to wood rather than other crops, and to develop these portions of his land for the production of wood crops with the same foresight and the same conception of permanence as his orchard or his wheat field.

In many sections of the United States, particularly in the Lake States and the South, the farm woodlot, or woodland, represents simply the unimproved ground within a farm holding, whose soil may or may not be inferior for field crops. In the Central States, indeed, many woodlots occupying the poorly drained portions of farms include some of their best soils. Such woodlots must decrease as clearing and cultivation are extended.

In other regions, particularly New England, farm woodlots are extending through the reversion of poor land, hill pastures, and the like, to forests. Such regions perhaps afford the best opportunity for the development of the woodlot as a permanent and valuable part of the farm. Many far-sighted farmers, indeed, are aiding natural reforestation by planting poor or waste lands. Not only can these woodlots produce fuel, poles and fencing needed on the farm itself, but they readily grow commercial crops of timber in relatively short periods for such products as pulp wood, box lumber, telephone poles and railway ties.

Will Meet Many Needs

In most of our agricultural regions the farmer who plans his business with care will find that a woodlot on some portion of his farm is valuable as a permanent enterprise. It will produce the fuel and other rough products needed on the farm. It can usually combine with home supply the production of salable material, not alone quickly-grown products like low grade lumber, pulp wood or ties, but wood of exceptional value like hickory spoke stock, ash billets for handles, and hardwoods required by the vehicle and furniture makers. The farm woodlots now contain half of our hardwood timber. It takes but little care and foresight to keep these woodlots stocked with a species of timber that will yield valuable products and whose harvesting, little by little, will add appreciably to the income of the farmer. Many a woodlot, indeed, will serve its owner as a bank in which he may, by a little thought and labor in odd hours, accumulate material whose total quantity and value will some day afford a pleasant surprise.

The farmer's part in national reforestation is thus to make the woodlot a permanent asset of the farm. Its grazing should not be left to chance, but should be intelligently adjusted within the limits necessary to prevent injury to growing timber. Woodlot crops and their markets are worth real study. As permanent farm enterprises, upon which real thought is expended, the woodlots of the United States will not only pay their owners well but will also aid powerfully in solving the national problem of timber depletion.

FROM BARRELS TO FURNITURE

In the days when the Gund Brewing Company, La-Crosse, Wis., manufactured a select line of beverage to regale a select line of trade with, a cooperage plant for the production of barrels was a special feature of the select operations. The company is now having the cooperage department changed over into a plant for the manufacture of a special line of furniture.

JASPER STAVE CO. ORGANIZED

The Jasper Stave Company, Jasper, Fla., has been organized with a capital stock of \$10,000. Officers are as follows: B. C. Walls, president; D. W. Almand, vice-president and treasurer, and Charles F. Sindo, secretary and general manager.

WILL BUILD STAVE PLANT

The Holly Ridge Lumber Co., at Bunkie, La., it is reported, has prepared plans for the building of a large stave manufacturing plant at that place. A tract of stave timber has been acquired in the section around St. Landry.

A stave mill has been erected at Kennedy Station, W. Va., by Joe Whetzel and Ike Davis, of Weston, W. Va.

English vs. American Oak in the Manufacture of English Ale Casks

It will be remembered by our readers that the timber articles referred to by Messrs. G. Sinclair & Sons in their letter, which appears herewith, ran in the pages of the JOURNAL for a number of months prior to the war. In his series of special articles the JOURNAL's London correspondent dealt most exhaustively with the subject of American vs. Baltic oak in the manufacture of English wine casks, and that the subject of suitable timber for casks is still a very live one with our English cooperage friends, as the following article by Mr. Robert Steele, which appeared in a recent issue of *The Timber Trades Journal*, of London, will well testify. Mr. Steele's article says:

"At a meeting of the Federated Home-Grown Timber Merchants' Association, held some little time ago at the Surveyors' Institute, London, the value of English oak for brewers' casks came under discussion, but, unfortunately, it was only very lightly touched upon.

"The speaker having praised its strength and durability (and rightly so), pressed upon his audience the fact that, generally speaking, coopers preferred English to Memel oak, because it was far more easy to work.

"This latter statement, unfortunately, is a very great error.

"In practice the workman who has the manipulation and converting of the straight rough stave into the complete and finished article knows that between the working up of English oak as against Memel there is a very wide difference.

"English oak is much harder than Memel oak, and, generally speaking, considerably rougher than the crown Memel staves. As a matter of fact, ever since coopers' price lists came into existence, higher prices have been fixed for English oak than for Memel oak.

"It must be common knowledge with practically all who are interested in the timber trade that there was a time (and not so many generations ago) when the only timber used for brewers' casks and vats was English oak.

"It was used because of its unrivalled strength and durability, and also because it conveyed no disagreeable flavor to the ale (which so many other timbers do, and are condemned for that reason). In fact, good ale has a strong tendency to improve when stored in English oak vessels.

"In proof of its durability, one has only to glance at our historic buildings, and it will be found that many contain in their construction English oak which, after doing service for centuries, is almost as good and as sound in condition as the day it was put up. As a matter of fact, some old timbers have been taken out of ancient buildings and have become so hard as to render them almost unworkable.

"Now, why did brewers cease to use it? Because a stronger timber was found, or because a timber more suitable for delicate ales was available? NO!! It was undoubtedly relegated to the background by the keen competition of foreign suppliers, who took considerable trouble to adapt their goods to the exact requirements of the master coopers and brewers.

Old English Oak Stave Trade Lost Art to Memel or Baltic Oak

"With the introduction of Memel oak or Baltic oak, the fine old industry of the English oak stave trade was practically crushed out of existence (like a good many other old trades)—not that English oak was unsuitable, but because Memel oak was slightly cheaper and manufactured better than the English oak staves.

"It is obvious to all that before a new article can be established on the market, it must prove up to the hilt that it is in some way better than the old, which the Russians accomplished in the fine quality of the finished article.

"Now, during the last few years the supplies of Memel oak staves have been practically cut off, and

the more we think over the Russian position, the more intricate it becomes.

"Although the Russian problem is perhaps scarcely so acute as it was a few months ago, the prospects of anything in the shape of reliable and adequate shipments of timber are very remote. If it were possible for Russia to establish a complete peace within her borders this year, it would be quite four years before they could place anything like reasonable specifications on the market.

"Now, what has happened during the last five or six years? Casks have been required, and today there is a great shortage. Brewers are clamoring for timber and casks, with the result that America steps into the breach, and more or less floods the market with white oak staves.

American Oak Imparts Flavor to Cask Contents

"Long before the war, experiments were made and it was proved over and over again that for delicate English ales American oak was not suitable, as it imparted a flavor that was by no means agreeable, and ultimately spoilt the ale.

"At present there is no choice; it is either American

suitability of American oak, provides a splendid opportunity for the home-grown timber merchant.

"In accordance with the law of supply and demand, high prices naturally prevail, and the merchant who can supply English oak staves manufactured on Memel lines will find it exceedingly profitable.

"Will any kind of English oak be of service? NO!!

Cope-Grown Timber Only Suitable Kind for Brewer's Purposes

"The only suitable kind of timber for the brewer's purposes is cope-grown. These trees are, as a rule, straight and clean, and to be thoroughly sound should be grown on deep clayey soil, with a quarter girth of not less than 18 to 20 inches up.

"When grown under such conditions, there is every opportunity for the trees to develop quite clean, and they can be, as a rule, depended upon to turn out sound and convertible to the greatest advantage.

"Naturally, such trees always command the best prices.

"In spite of the wonderful strength and reliability of English oak, there is a strong disinclination, or perhaps prejudice, against its use.

"The writer admits that Memel oak takes the first place, but this oak being unobtainable, a substitute must be found, and, in my judgment, English oak is far preferable to American oak.

"It has its drawbacks, as all substitutes have, but it leaves no disagreeable flavor behind it like American oak, and in that respect it is quite equal to Memel.

"Perhaps the greatest objections to English oak are a tendency to warp or buckle, and it is, without a shadow of doubt, more difficult to work up. These are difficulties, however, which are more or less superficial.

Machinery-Made Casks Eliminate Old Hand Work Trouble

"Casks today are nearly all made by machinery; therefore the troubles that existed in the old days with hand labor disappear. It makes but little difference whether the timber is Memel oak or English oak; the only extra labor involved when working the latter is the chipping and grinding of the knives a little more often—an item scarcely worth consideration.

"The warping trouble is more serious, but this can be avoided to a very large extent if both the timber merchant and brewer will observe a few precautions.

"It will be noted by those who have an opportunity of inspecting a brewery, that many still have on their premises old English oak vats which have been out of use for a long time. What has happened? The staves

and bottom will frequently be found badly buckled and warped, and only the most skillful workmanship and heavy expense can ever put them right for service again. If, however, the vessels had been in constant use, they would have retained a perfect shape for generations.

"There should be no difficulty in obtaining quite large quantities of prime English oak (cope-grown), cut and cleft for brewers' requirements.

"I emphasize cleft, as sawn timber is of no practical use.

Cleaving Staves Most Practiced

"Cleaving is the only reliable and practical way to manufacture the staves, and, in the long run, is the most economical. It allows the staves to bend without any difficulty, with little or no risk of breakage, whereas with staves that are sawn (no matter how skillful and careful the operator may be), so much of the timber is cross-grained or sawn on the bastard that endless waste and trouble arises, with broken staves and porous timber.

Memel Staves Are Manufactured to Perfection

"The Memel staves, which are the last word in staves, are manufactured to perfection, the four sides are squared and highly finished, and run the following lengths and widths, as is set forth in the table herewith presented.

BRITISH MARKET FOR BARREL STAVES

Consul Hamilton C. Claiborne, writing from London recently, says:

"Practically all staves and heading for barrels used in the United Kingdom are of foreign origin; home-grown timber forms but a small proportion of the total. The principal ports of entry are Liverpool, London, Cardiff, Bristol, Manchester, and Glasgow for North American supplies, and Hull, Newcastle, Edinburgh, Aberdeen, and Dundee for Baltic woods.

"The chief kinds of staves imported into London are 60 inches in length, known as 'pipe' staves; brewers' staves for 36 and 54 gallon barrels; and palm-oil barrel staves. Although woods of many varieties are used for staves, those in greatest demand in the London market are of oak, fir, and gum. London is a good center for the distribution of such supplies throughout southern and southeastern England; frequent direct sailings to the principal Atlantic ports maintain regular cargo services with this city, where the timber yards and storage sheds are of large capacity.

"The imports of staves of all dimensions into the United Kingdom from foreign countries and British possessions during the years 1914-1918 were, in loads of 50 cubic feet:

Imported from	1914 Loads	1915 Loads	1916 Loads
Russia	38,693	20,815	5,475
Sweden	21,514	35,921	26,043
Norway	12,822	13,495	16,490
Germany	2,121	.....	3
Netherlands	650	285	142
France	1,606	5,299	3,030
United States	15,181	32,723	27,999
Other foreign countries	436	93	681

Total from foreign countries	93,023	108,631	79,863
Canada	366	690	2,141
Other British possessions	172	56	6

Total from British possessions	416	746	2,147
Total quantity	93,439	109,377	82,010
Total value	\$2,706,095	\$3,444,937	\$3,917,080

Imported from	1917 Loads	1918 Loads
Russia	4,844	1,319
Sweden	4,631	13,929
Norway	5,802	5,792
Germany .....	.....	.....
Netherlands .....	.....	382
France .....	.....	346
United States	15,464	13,836
Other foreign countries	951	98

Total from foreign countries	32,258	35,702
Canada	1,064	682
Other British possessions	10	.....

Total from British possessions	1,074	682
Total quantity	33,332	36,384
Total value	\$2,398,333	\$3,309,458

"Later figures giving countries of origin have not been issued as yet, totals alone being available. These show that Great Britain's imports of staves of all dimensions in 1919 aggregated 84,802 loads, valued at \$6,634,090, and for January-June, 1920, 44,451 loads, valued at \$6,624,810. The contrast between the quantities and values for these two periods is interesting."

TWENTY-EIGHT AMERICAN CHAMBERS OF COMMERCE IN FOREIGN COUNTRIES

With the organization of an American Chamber of Commerce at Pernambuco, Brazil, news of which has just reached the Chamber of Commerce of the United States, there are now twenty-eight similar organizations promoting American trade in foreign countries. There are three other American Chambers of Commerce in Brazil, at Rio de Janeiro, Santos and Sao Paulo.

W. E. HYATT

It is with sincere and deep regret that we record the recent passing of Mr. W. E. Hyatt, of Sellersburg, Ind., an old and widely known member of the cooperage industry, as well as an old and highly esteemed subscriber to the JOURNAL. Mr. Hyatt, who was interested in the cooperage business for some thirty years or more, was born June 21, 1849, in Utica, New York, the son of Mr. and Mrs. Ben Hyatt. For many years he conducted a cooper shop at Sellersburg, Ind., making thousands of barrels for the Louisville Cement Company and for other plants. Mr. Hyatt is survived by his widow, three sons and two daughters, to each and all of whom the JOURNAL extends deepest sympathy in the bereavement which has come to them in the loss of so worthy a father.

BANKERS PLEDGE HELP TO FORM \$100,000,000 EXPORT CORPORATION

No more interesting convention, nor one the deliberations of which has a more important bearing upon the business life and security of our country at home and abroad, has been held during the past few months than that of the American Bankers' Association, which was in session at Washington, October 19th to 22d. Chief among the many definite actions decided upon by the bankers was the one with respect to foreign trade financing taken by the convention in the unanimous adoption of a resolution pledging the aid of the association to the formation of a corporation with \$100,000,000 capital stock to finance export trade. The corporation would be organized under authority of the Edge law, enacted last winter. The association indorsed the proposal under the urgent solicitation of its committee on commerce and marine, which had studied the foreign trade question with reference to its bearing upon the development of the merchant marine.

The \$100,000,000 corporation plan was suggested following extended discussion between John McHugh, of New York, vice-president of Mechanics and Metals National Bank; Richard S. Hawes, of St. Louis, vice-president of the First National Bank, of that city, and president of the American Bankers' Association, and committees representing the Chamber of Commerce of the United States and the National Foreign Trade Council. Organization of the corporation is to be directed by the association and full opportunity extended the public to subscribe to the capital stock.

Besides providing for representation on the board of directors by Federal Reserve districts, Mr. McHugh proposes that capital subscribed in specified sections of the country shall be employed in the handling of exports originating in that community. The same thought would prevail with respect to funds derived from the sale of the debentures of the corporation, the Edge law authorizing the sale of such debentures when issued against foreign securities selected with care by the corporation.

PUBLIC SHOULD SUBSCRIBE TO TRADE BUILDING INVESTMENT

Commenting on the \$100,000,000 export corporation which the bankers profess themselves ready to help form, Mr. B. C. Forbes, writing in the *Philadelphia Public Ledger*, says:

"Whenever the need for expanding our foreign trade is mentioned, every one is ready to wax eloquent over what ought to be done. Some demand that the Government do this, that and the next thing. Others lay the problem at the bankers' doorstep. Some ask why our great industrial corporations don't act thus and so. Precious few of us ask, 'What can I do? What is my duty?'

"The proposal of the American Bankers' Association to organize, under the Edge law, a \$100,000,000 corporation to finance foreign trade is excellent. Now that we are witnessing a falling off in home trade, an increase in unemployment, a collapse in many prices and an oversupply of products, the necessity for stimulating sales to other countries is becoming more clearly recognized by all classes, including labor. The elementary thought is being grasped that if we have not enough buyers at home for what we produce or make, then the common-sense thing to do is to find foreign buyers.

"All of us being thus of one mind about the need for expanding our exports, what can we do about it?

"The mere forming of a corporation with \$100,000,000 capital stock by bankers will not of itself solve the problem. What that corporation means to do, what it must do, is to accept securities or some other form of collateral from foreign customers, and then offer to the American people debentures or other securities guaranteed by it. If the corporation is to be successful, it will doubtless offer more than a billion dollars' worth of these obligations. Unless these obligations are subscribed for, the whole project will fail.

"Upon whom lies the responsibility of insuring the success of this tremendously important movement? Upon the Government? Upon the Federal Reserve Board? Upon the banks and bankers? Upon the new corporations? No.

"The responsibility rests with you and me; with every citizen interested in the prosperity of the United States; with every one interested in the well-being of labor; in short, with every thinking person in the United States.

"It will not be sufficient merely to extend mental or oral approval of the project. It will not do to say, 'Fine, I hope it succeeds.' It will not do to leave it for George to put over.

ESTABLISHED OVER ONE HALF CENTURY

Officers and Directors:

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

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MOBILE, ALABAMA

THE BUFFALO COOPERAGE MARKET

"There is just as urgent need today for being prepared to subscribe for thoroughly secured bonds to finance sales to foreign countries as there was to subscribe for Liberty Bonds. It is as patriotic to dip into one's pocket to increase our exports now as it was to dip into our pockets to support the war. Some claimed to have objections to furnishing funds for destructive purposes. Very well, they can make up for it now by subscribing for these bonds for constructive purposes.

"Our lawmakers have done their part by passing the right kind of legislation to facilitate the financing of our foreign trade. The nation's bankers are now busily preparing to do their part by organizing the right kind of financial machinery.

"Are you and I prepared to do our part?

"Here, in A, B, C language is the position confronting us:

"America is now producing and manufacturing and mining more than can be consumed by our own 105,000,000 population.

"If arrangements cannot be made to sell our surplus to other countries, depression will become serious, wages will fall and unemployment will become widespread.

"There is dire need, in other countries, particularly in Europe, for all that we can spare.

"But the countries in sorest need of American goods are not today in a position to pay for them in gold or in products of their own. Credit must be extended to them.

"The banks cannot finance such trade, because they are forbidden to tie up their resources in such long-term credits as will be necessary in this case.

"The Edge law, however, permits financial institutions to form such a corporation as the one shortly to be launched.

"The \$100,000,000 capital stock to be sold by this corporation will start it off with that amount of funds, but this will have to be supplemented by the issuance of hundreds of millions of debentures or other securities sponsored by them.

"Unless the public realizes the imperative necessity of its rallying to the cause and subscribing for these trade-building investments, the whole movement will prove a fiasco, and the effect upon business conditions in this country cannot fail to be disastrous.

"It will form a test of our self-reliance, our ability to help ourselves, our capacity for leadership and our aversion to leaning upon the Government when we ought to stand on our own feet.

"Incidentally, the press throughout the country should urge upon the labor unions that some of the many millions reposing in union treasuries be invested in the securities designed to keep industry at home fully employed. Labor leaders are now insistently demanding a larger and larger voice in all matters pertaining to the running of business. Here is an ideal opportunity for them to demonstrate to the whole world that they are as ready to shoulder new responsibilities as they are ready to demand new privileges.

"America cannot prosper without foreign trade. Foreign trade cannot be enjoyed unless we can make the financing of it possible. The financing of it cannot be made possible unless the importance of doing so is lucidly interpreted and brought home to the public, including labor. The issues involved are of such transcendent importance to all classes that no stone should be left unturned to insure the success of the movement.

"The challenge should not find the American people wanting. But, remember, George cannot do it. You and I can."

No. 1, 30-inch elm staves.....	\$32.00 to \$35.00
No. 2, 30-inch elm staves.....	23.00 to 25.00
No. 1, 30-inch gum staves.....	30.00 to 33.00
No. 1, 28½-inch elm staves.....	32.00 to 35.00
No. 1, 28½-inch gum staves.....	30.00 to 31.00
No. 2, 28½-inch gum staves.....	28.50 to 30.00
Mill-run, 28½-inch gum staves, fruit.....	21.00 to 22.00
No. 1, 19¼-inch basswood heading.....	28.00 to 30.00
No. 1, 19¼-inch gum heading.....	27.00 to 29.00
No. 1, 17½-inch basswood heading.....	24.00 to 25.00
No. 17½-inch gum heading.....	20.00 to 22.00
Six-foot hoops; six-foot-nine hoops.....	35.00

And Still the Game Goes On

The western New York apple grower is pretty nearly stumped to know what to do next. He finds that he must pay sometimes as much as \$1.75 for a barrel to put apples in that he cannot sell. It is personally known that an Orleans County farmer a few days ago went the rounds of the big markets, without being able to sell an apple to anybody. The buyers bought quite liberally at first and are now afraid that they paid too much and are prepared to put the apples in storage. Fruits of all sorts are going to waste, and the situation looks like a repetition of the big crops of 1896, which was the largest on record at that time. The apples are being taken to the cider mills, which are paying so little for them that it hardly pays to pick them up. One Orleans County tenant farmer sold his share of the apple crop to the owner of the farm at 50 cents a barrel; because, he said, he did not want to buy barrels and take a chance on the price of the fruit. It is no wonder that late quotations on barrels run from \$1.25 to \$1.50.

Vinegar and Cider Prices Have Declined

The price on new vinegar barrels is holding up at \$5, but some look for a decline soon, as the bulk of the trade is said to be supplied. Vinegar and cider prices have declined because of the large output, and it is questioned whether barrel prices can stay up under the circumstances.

Flour and Sugar Barrel Trade Not Overly Heavy

Flour barrel business has been very light the past month. The demoralization in the wheat market has knocked out the flour buying, for, as usual, when prices are low consumers take small packages.

Sugar barrel trade has also been small. The decline in price in sugar has hurt a good many people, as even 15-cent sugar does not look cheap enough for consumers to buy largely.

Eastern Apples Go West

The old town of Canandaigua, N. Y., furnishes two good apple stories to the press. The first is that a number of apple trees which were planted there by Samuel Brockbank in 1800 are still yielding a normal quantity of perfect fruit—Tompkins, Kings, Barlows, Pippins and other varieties. The other story is that a carload of apples is being shipped from that town to Long Beach, Calif., probably the first eastern fruit ever to go to the Pacific Coast. The freight is over \$600 on the car, it is said, so the movement is not likely to be repeated often.

W. G. Pennypacker, Jr., is planning to attend the convention of The Associated Cooperage Industries of America, which will be held at Cleveland on November 8th, 9th and 10th. He anticipates that a large number of coopers will be in attendance this year.

A campaign has been on here of late to raise \$5,000.000 for an endowment fund for the University of Buffalo, which amount was oversubscribed. In the list of subscribers are a number of men who are interested in the cooperage industry. Mr. and Mrs. Edward B. Holmes contributed \$5,000 and the E. & B. Holmes Machinery Company \$2,500. George A. Jackson and wife subscribed \$5,000, and Frank T. Tindle \$3,000.

J. J. Andre, of E. Henning, Inc., Chicago, called on the cooperage trade here during October. Willis K. Jackson, president of Jackson & Tindle, was one of the vice-presidents of the Harding campaign meeting held here at the Broadway Auditorium on October 21st.

The Quaker City Cooperage Company reports little activity in the flour-barrel trade at present, and attributes the quiet to the erratic character of the wheat and flour markets.

W. H. Burbank, an old-time cooper of Gaines, Orleans County, has retired from business. Although he has reached the mature age of 81, and has been in business there for 61 years, he is still in remarkably good health and ought to be able to round out the century. His friends all trust this may be the case.

The tragic death of Reginald K. Pierce, treasurer of the Semet-Solvay Company, Syracuse, shocked the members of the cooperage trade. He was killed when his automobile turned turtle in a ditch while he was en route for Cazenovia. The Semet-Solvay is a large buyer of cooperage stock at its plants at Solvay and on the River Road, near that city.

POTTERY KILNS TO USE OIL IN PLACE OF GAS

Many of the pottery manufacturers of the East Liverpool, Ohio, district, it is reported, are equipping kilns to use fuel oil and coal instead of the natural gas, the supply of which is now limited. Difficulty is experienced in obtaining coal. Potteries have just begun to ship orders placed this season, and some companies have orders six to nine months ahead. Railroad cars have not been provided to meet the demand for all shipments. The new agreement between the United States Pottery Manufacturers' Association and the National Brotherhood of Operative Potters, effective with November, carries wage increases to the workers.

In the New Philadelphia district the clay products industry is taking on many additional workers. Large supplies of tile and pipe remain to be shipped, because of the limited supply of railroad cars.

In the glass-manufacturing district centering at Martin's Ferry a shortage of orders is reported for the first time this year.

Memphis Reports 1920 as Rounding Out Good Volume of Business and Predicts 1921 Opening Under Propitious Circumstances

Memphis cooperage interests are not quite so buoyant as they were thirty and sixty days ago. The eve of the national election and a general simmering down to normal after the war activities, together with the decline in cotton, restricted financial opportunities and labor situation seem to bring this about. Traffic conditions are rather improved. The volume of business in tight cooperage is satisfactory, but the market both in tight and slack lacks that vim and eagerness manifest a few weeks ago. Nevertheless, a healthy trade prior to the holidays is anticipated, and it is believed by the most conservative that the year 1920 will round out with a good volume in the aggregate and 1921 opening under propitious circumstances. Big operators are moving with caution, however, and, like their neighbors in the lumber trade, some of them have closed their mills or are running on shorter hours pending market developments.

Big Southern Delegation Will Go to Cleveland

Memphis and the Mississippi Valley will send a big delegation to the Cooperage Industries Convention at Cleveland in November. Already special parties and special cars are being planned from the South, and the delegation will be much larger than a few years ago, when the meeting was held in New York City. The trade relations of this section and the lake country and the big markets neighboring make this an opportune time for a trip to Cleveland.

E. A. Powell Books Some Nice Orders for "Warrior Heads"

E. A. Powell, of the Powell Cooperage Company, Bank of Commerce Building, Memphis, has returned from a trip to Chicago and one or two of the central markets. He booked some nice contracts. Mr. Powell reports pine heading, which his company features, as presenting a good trade, and their mill connections in Georgia and Alabama operating and prepared to take care of orders promptly. The campaign they have put on for yellow pine heading under their trade mark, "Warrior Heads," has proved more than a success.

Chas. H. Wright Reports Tight Conditions Quiet, but Volume of Trade Fairly Good

Charles H. Wright, of J. C. Pennoyer & Co.'s Memphis office, has returned from a week's trip in southern Arkansas and north Louisiana, being on the lookout for tight barrel cooperage. Mr. Wright reports market conditions very quiet, though the volume of trade is fairly good. J. C. Pennoyer & Co. will shortly have from the press their new catalogue covering their machinery department, and it will be distributed to those interested. The Pennoyer machinery department, as well as their cooperage departments, is in the hands of specialists, both at Chicago and Memphis.

Max Fleischer Reports Good Inquiry for Claret Staves and Export Stock

Max Fleischer, 238 Lewis Street, Memphis, reports a good inquiry on claret staves and export stock, in which he has recently re-engaged, being one of the pioneers here in that business.

Wm. H. Coleman Co. Busy on Tight Circled Heading

William H. Coleman Company, at Jackson, Tenn., are operating on tight barrel circled heading, with several tributary mills and timber depots South.

Brief Notes of Timely Interest

Ray Ulrey, of Grismore-Hyman Co., Central Bank Bldg., Memphis, says the slack market has been a little more quiet than for some weeks, a situation relished nevertheless by the manufacturer, who has been badly overworked all summer, and especially when labor is scarce and traffic on many of the lines handicapped with various and sundry lines of trade. He looks to see a resumption of activities before the end of the year

and most of the mills of his company are running daylight run.

A big movement is on at Memphis to establish a University or College for the Mississippi Valley in that city, nothing of that character being within a radius of fifty miles, though professional schools, dental, medicine, law and business colleges are galore. It seems that the \$200,000 fund will be readily raised. Several handsome personal donations have been given by Memphis capitalists. Among the subscribers was Walker Wellford, well known cooperage man, for \$5,000.

Glenn & Trammell, Mound City, Ill., are increasing their facilities at their stave mill at that point. Phillips & Co., dealers in kegs, barrels and containers, have moved their Memphis office from the Southern Express Bldg. to Calhoun Street.

C. J. Hay, interested in domestic and export stave business at New Orleans, went through Memphis recently en route to Chicago and the lakes markets.

The C. H. Wright Stave Co. at New Albany, Miss., have restored their tight stave plant burned, with a much more modern mill.

W. B. Bynum, at Dermott, Ark., has restored his heading mill at that point, which was recently badly damaged by fire.

Reuben Nelson, of the firm of S. N. Nelson & Co., has just returned to Memphis after a stay of several weeks on the Pacific Coast. This firm specializes in tight cooperage and Mr. Nelson made many interesting observations in that trade while in the California cities.

John W. Rydeen, of Chicago, was in Memphis a few days ago. He states that he has severed his old business connections and will shortly open an office on his own account either in Chicago or Memphis, operating as dealer in tight barrel staves and heading.

The Interstate Cooperage Co. Belt Line, Memphis, Ed. Highsmith, manager, reports steady activities in oil cooperage, and two mills in co-operation in Mississippi, as well as one large one at Memphis. The Mississippi points of operation are Merigold and Belzoni.

MERCHANT MARINE AS PEACE AGENCY

Pleas for the development of foreign trade through the American merchant marine as a means of securing the peace of the world and returning this country to a stabilized condition were made at the National Marine Exposition at Chicago, October 19th, by Admiral W. S. Benson, chairman of the shipping board, and Edward N. Hurley, chairman of the board during the war.

Mr. Hurley advocated an international credit plan, patterned after existing co-operative marketing associations, with the American merchant marine as the nucleus of the plan and an international bond issue of from \$100,000,000 to \$150,000,000 to finance it. "If the social and economic conditions of the world are to become more stabilized, it will be possible only when the nations of Europe have worked out their economic and financial problems," said Mr. Hurley.

"Most of the nations of Europe will work out these problems in the next few years, and we, who are abundantly able, should supply them with credit and materials, that we may later have them on our books as permanent customers."

Admiral Benson, after reviewing the work of the merchant marine and pleading for its support by all Americans, said: "Commercial intercourse promotes peace. Increased overseas shipping facilities means increased opportunities for peace promotion. Commercial contact spreads intelligence over lands and on seas, through the air and under water. These are modern weapons against ignorance, the cause of many wars."

P. H. W. Ross, president of the National Marine League, urged development of inland waterways, calling attention to "America's great ocean frontage, which should be placed in contact with interior points through opening up inland waterways."

Charles Piez, former director general of the Emer-

gency Fleet Corporation, urged that foreign trade and the merchant marine should be developed hand in hand, but that America's shipping should, for the time being at least, be under control of the shipping board.

Tight Cooperage Stock Wanted

Always in the market for
White Oak, Red Oak,
Ash and Gum Staves
and Heading,
For Lard and Oil Tierces,
and Pork Barrels.

We also buy Slack Cooperage Stock

Quotations Solicited

Swift & Company

Cooperage Department

South St. Joseph, Mo.

THE LATEST IMPROVED "TREVOR" Stave and Heading Machinery

IS BUILT BY

TREVOR MFG. CO.
LOCKPORT, N. Y.



On Stock
for immediate shipment

1-20 in. "Trevor" Heading Planer
1-24 in. " " " "

SUBJECT TO PRIOR SALE

A full line of the latest improved
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TREVOR MFG. CO., Lockport, N. Y.

Southern Agency with
J. C. PENNOYER COMPANY
Chicago, Ill. and Memphis, Tenn.

HANLON-GREGORY GALVANIZING COMPANY

Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

PROMPT DELIVERIES

24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COOPERAGE MACHINERY FOR SALE

Holmes No. 59 windlass
Holmes No. 38 Crozer
Holmes No. 38 1/2 Crozer
Oram low frame lister
Oram double wheel jointer
Oram dreadnought double stave planer
Gerlach double wheel stave jointer
One lot of 6' dry kiln trucks

NOBLE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave and Heading Machinery,
Rochester, N. Y.

FOR SALE—COOPERAGE MACHINERY

1—No. 13 1/2 Holmes heading-up machine with extra set of rings and dies for 55-gallon barrels; also extra nut.
1—"Oram" double rivet machine.
1—"Oram" Windlass.
1—"Oram" hoop roll.

All the above barrel machinery in good running condition.
PORTSMOUTH COTTON OIL REFINING CORP., Portsmouth, Va.

FOR SALE—AT A BARGAIN

2—70-inch St. Joe Veneer Lathes.
1—Rochester (Greenwood) Barrel Machine.
Works pendulous swing box board machine with 66-inch saw.
2—Oram Wheel Stave Jointers for jointing staves up to 34 inches long, with 2 sets of knives for each machine.

FARMERS' MANUFACTURING CO.,
NORFOLK, VA.

MACHINERY FOR SALE

FOR SALE.—Complete line of slack barrel machinery, consisting of
1—Holmes No. 59 1/2 double setting up windlass machine.
1—Holmes No. 95 double end trusser.
1—Holmes No. 38 1/2 slack barrel crozer.

1—Holmes No. 97 hoop nailer, all necessary forms and truss hoops for making 17 1/2", 19 1/2" and 19 3/4" barrels.
1—Perfection heading up machine, also special built motors with extended shafts for driving these machines with direct drive, no countershafts required.

Address HIRSCH COOPERAGE COMPANY,
HOUSTON, TEXAS.

MACHINERY WANTED

WANTED.—

1—Hoop Cutter
1—Hoop Planer
1—Hoop Coiler
1—Hoop Pointer and Lapper

Can use Noble, Michels or DeFrance make. Address "MACHINERY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Holmes No. 114 keg raising and heading up machinery and No. 115 keg hoop driver. Expect to make kegs with 12 1/2" and 14 1/4" heading and 19" staves. State price and condition, and where machines can be seen. Address "KEG," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

PLANTS FOR SALE

FOR SALE.—Complete tight barrel stave and heading mill. Capacity 30,000 per day. Timber supply for twenty years. Ample trackage and yard room. Good town, located on two railroads. Mill is in Arkansas and plant is now in operation, with labor conditions good. Good reasons for wanting to sell. Address "K. S. C." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE.—Slack stave mill completely equipped: 4 drum saws, equalizer, wheel jointer, planer, etc., in good manufacturing section. Plenty of timber and low-priced labor. Address "L. S. M." care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FINISHED PACKAGES FOR SALE

FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions. Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE.—Approximately 1,000 new barrels, six hoops, Chicago tap bushings and name branded in heads. We are also in the market for Chicago tap bushings and bung bushings. LORENZ BENISCHER, COOPERAGE CO., 1910 West 21st Street, Chicago, Ill.

MACHINERY WANTED

WANTED.—To purchase a 26" Whitney or Gerlach barrel stave saw, complete. Address ATKINS LUMBER CO., ATKINS, VA.

TIMBER LANDS FOR SALE

FOR SALE.—Four hundred (400) acres of Eastern Iowa elm and cottonwood, suitable for staves and heading. Timber is on river and railroad. Cheap power. Plenty of labor. Price and terms right. Address "TIMBER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SECOND-HAND BARRELS WANTED

WANTED.—Two carloads of freshly emptied whiskey barrels. Address "C. T.," care The National Coopers' Journal, Philadelphia, Pa.

HELP WANTED

WANTED.—Inspectors to take up staves at mill. Must be experienced and reliable. Answer stating salary expected and give references. Address "INSPECTORS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTS EXPERIENCED ASSISTANT SUPERINTENDENT

We want a middle-aged man experienced in tight barrel manufacture, as assistant superintendent. State experience, previous employment and salary expected. Permanent position. Assured opportunity for advancement.

NATIONAL COOPERAGE AND WOODEN-WARE COMPANY,
PEORIA, ILL.

BUSINESS OPPORTUNITIES

WANTED.—To locate mill site where gum timber can be purchased delivered at mill at the rate of 10,000 feet or more per day. If interested let us hear from you with approximate cost per thousand feet delivered mill; also location. Address POINTE COUPE STAVE & LUMBER COMPANY, 3134 Chartres St., New Orleans, La.

WANTED.—To hear from interested parties who have a worth-while proposition to make to an energetic young man thoroughly conversant with jobbing of slack cooperage stock in all its phases. Address "ENERGETIC," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

EXPORT REPRESENTATION WANTED

First-class lumber concern with established export trade in cooperage line, desires manufacturer's export representation for tight cooperage; also representation for New York. Address "EXPORT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Manufacturers of and Dealers in all kinds of Cooperage

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Jersey City Cooperage
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Manufacturers of New Flour, Sugar, Fruit and Nut Barrels. Also all kinds of New Heading, Staves, Hoops, etc.

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Moore St., Water to Swanson Sts. PHILADELPHIA, PA.

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STAVES, HEADING, HOOPS AND COOPERAGE
—BOTH TIGHT AND SLACK—

WE ARE NOW jobbing wire hoops and hoop steel in carloads or less, at mill price, and WE ARE supplying Wire Hoop Orders large or small, to the satisfaction of all buyers. Write Us
105 South La Salle Street, Suite 1408, Chicago, Ill.

S. H. ADAMS, Portland, Ind.

Manufacturer of Slack Barrel Heading from 24" down to 17 1/4"

WE SOLICIT ORDERS FROM CONSUMERS, FOR PROMPT AND FUTURE DELIVERIES. GIVE US A TRIAL.

Southern Cooperage Co., Inc.

Manufacturers of KEG STAVES

Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va. A. C. L. and Virginian Railways, Carson, Va., A. C. L. R. R., Reams, Va., A. C. L. R. R., City Point, Va., and Disputanta, Va., N. and W. R. R. and Savage, Va., Southern Railway.

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ESTABLISHED 1886
STANDARD HOOP CO.

Manufacturers of COILED ELM HOOPS 3 ft. to 8 ft. Long

ALSO HEADLINERS

Write us for prices when in want. BAY CITY, MICHIGAN

STANDARD COOPERAGE CO.
ABERDEEN, WASH.

Manufacturers of TIGHT STAVES and HEADING

From KEGS to FIFTY gallon sizes. In Straight or Mixed Carloads. We guarantee our stock and give prompt shipments. Let us quote you on any size stock for your requirements.

CALIFORNIA BARREL CO.

22nd and Illinois Sts. San Francisco, California

MANUFACTURERS OF

BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

PENSACOLA COOPERAGE CO.

Manufacturers of HIGH-GRADE TIGHT and SLACK BARRELS

Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING

Office and Plant—DE SOTO and TARRAGONA STS. PENSACOLA, FLA.

WE ARE BUYERS OF

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For Tight and Slack Cooperage

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MANUFACTURERS OF

Dowel Pins, Club Turned Oak and Tight Barrel Staves Hickory Spokes

WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US
PARAGOULD - - - ARKANSAS

THE MICHEL COOPERAGE CO.

Manufacturers

WINE, PICKLE and OIL COOPERAGE

ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES

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EMPIRE BARREL COMPANY

WHOLESALE DEALERS IN SECOND HAND BARRELS

Business transacted in every part of the United States and Canada. We are always in the market for all kinds of second-hand tight and slack barrels. Also white oak, gum, beech and dog heading. Correspondence solicited.

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REINSCHMIDT STAVE CO.

...MANUFACTURERS OF...

Tight and Slack Barrel Staves

AIR-DRIED AND LISTED

Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves

PLANTS—Quitman, Ga., and Loughbridge, Fla.

Address all Correspondence and Orders to QUITMAN, GEORGIA

TREXLER COOPERAGE COMPANY

MANUFACTURERS OF

Slack Barrel Staves, Heading and Hoops

ALLENTOWN, PENNSYLVANIA

S. KLAUSNER & SONS

DEALERS IN PREPARED

Second-Hand Barrels Ready to Fill

Recoopered, Glued, and Painted Any Color Required

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A. M. WELTI & BRO.

Manufacturers of

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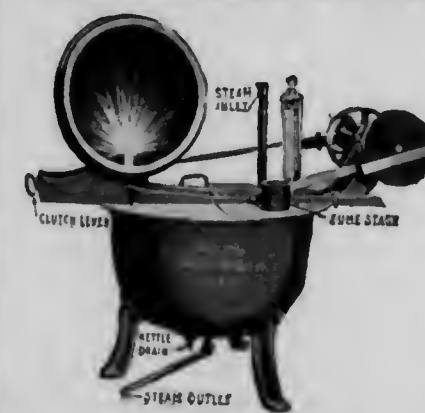
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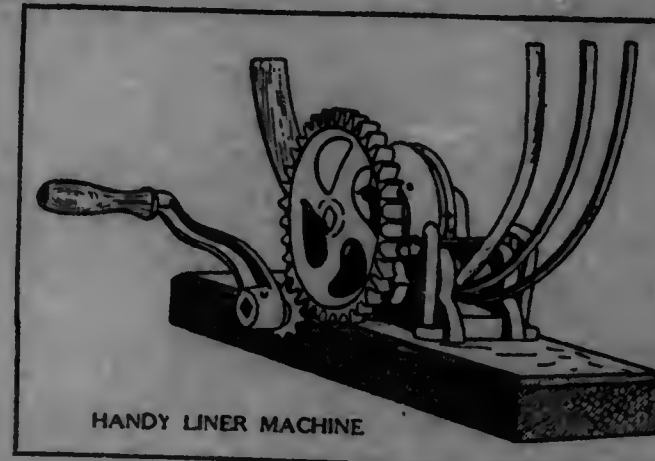
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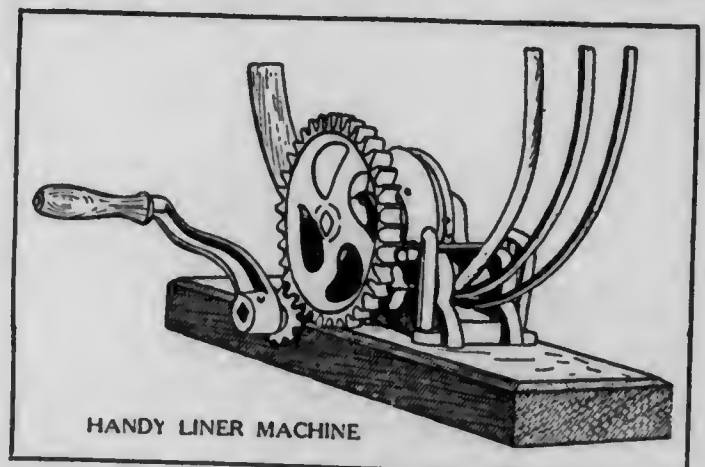
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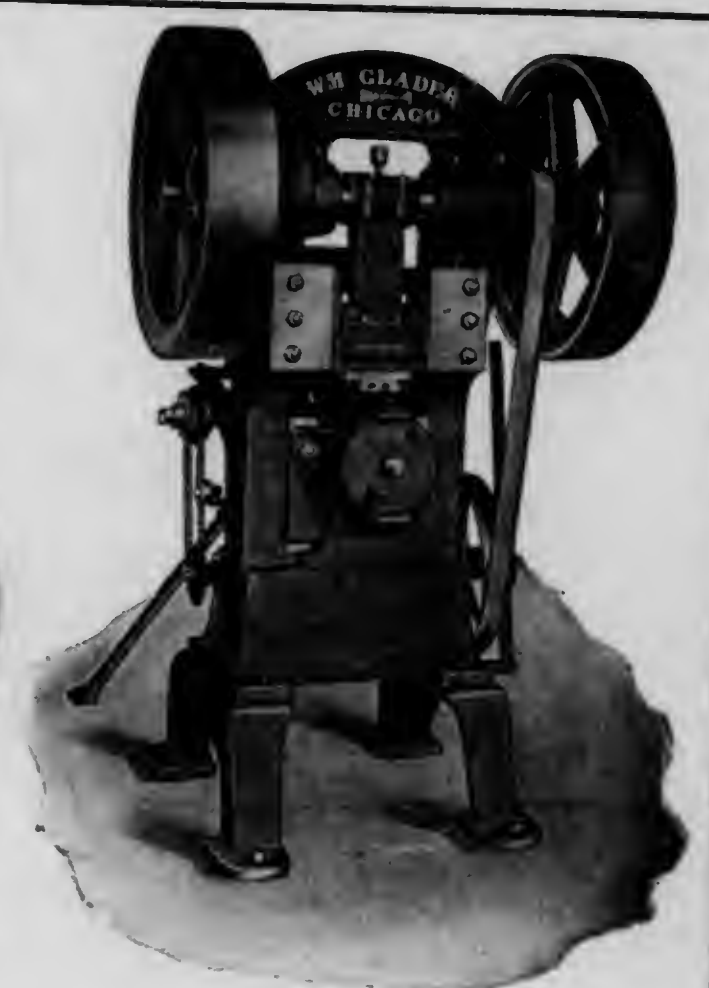
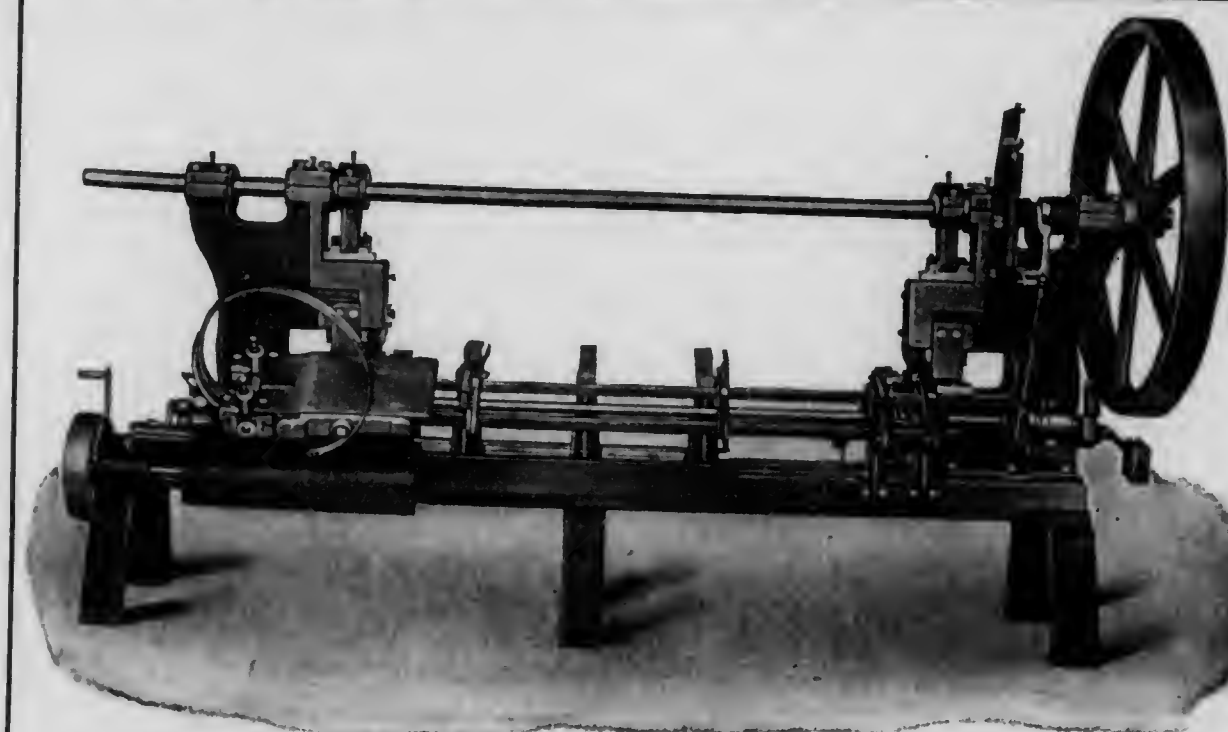
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VOL. XXXVI

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Philadelphia, December, 1920

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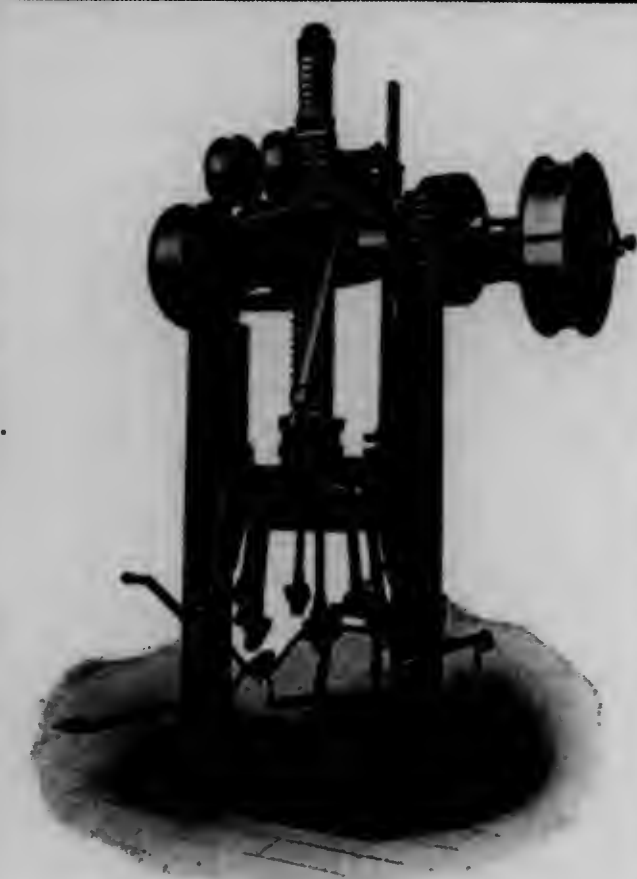
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December, 1920

THE NATIONAL COOPERS' JOURNAL

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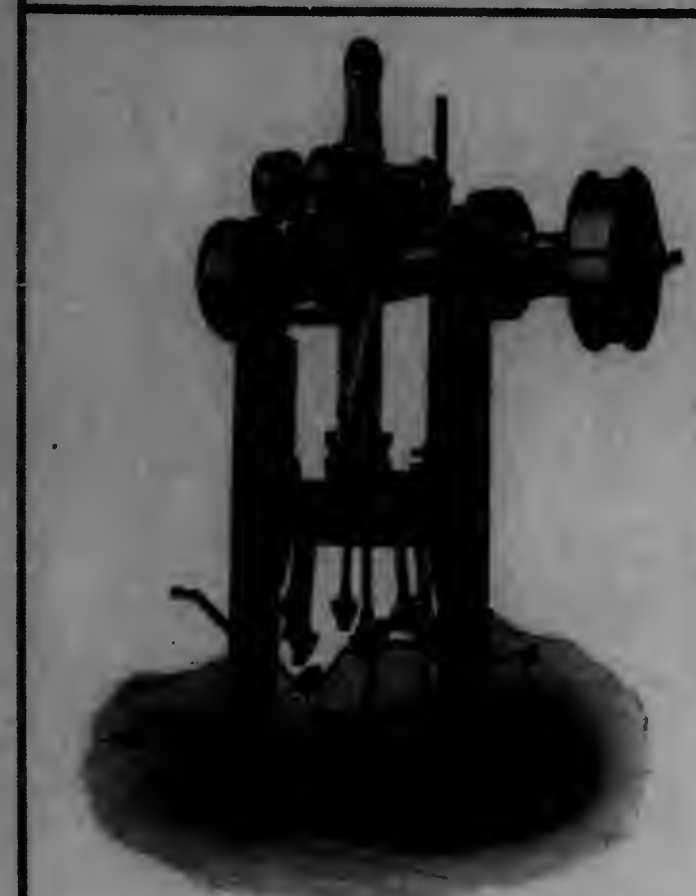
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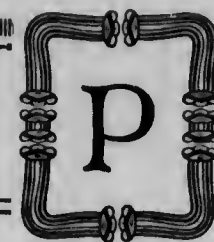
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CHICAGO - - ILLINOIS

The National Coopers' Journal

PHILADELPHIA, DECEMBER, 1920

\$2.00 PER YEAR
VOL. XXXVI, No. 5

THIRTY-SIXTH
YEAR

New Orleans Reports President-Elect Harding's Visit to Center of Solid South Left Impression that His Term Will Mark Period of Prosperity for the Country

All news of purely local importance here has been cast into the background by the recent visit of President-elect Harding to this city and the reception extended to him. The things he said are still, and will long remain, the chief staples of conversation.

Mr. Harding stated that he found conditions good throughout the South, with New Orleans as the logical center of business as well as social activities. No evidences of doubt or stagnation were to be found, but there was everywhere activity, enterprise and faith in the future. He noted with pleasure the growth of this port, and predicted that our business with Latin American countries would continue to grow in volume and importance.

All this was not new to Louisianians. It is just what they believe themselves, but it was a great satisfaction to them to have their own views and hopes confirmed by their distinguished visitor.

Party Feeling Fails to Blind Views as to Future
It must be remembered that party feeling and party enthusiasm had nothing to do with the roaring welcome New Orleans gave her guest of a day, for this is the heart of the Solid South, and the stronghold of the party that opposed Mr. Harding's election. However, it appears from the discussion his visit caused, that among the newspapers that opposed his election and the men who voted against him, there is not a paper, and apparently not a man who does not esteem him personally, and predict that his presidency will be marked by a period of prosperity for the country.

Country Must Get Down to Work, Hustle and Advertise

The central thought in all that Mr. Harding said to us while here was that there was nothing whatever in the way of our business advancement and prosperity, and the only prime necessity is for the country to get down to work, to hustle and to advertise.

Cooperage Trade Not Advertising as It Should

That is why New Orleans loves Harding. Instead of telling us anything sensational and gorgeously new he told us just what everybody here believes; and everybody here is at work, the coopers especially, though they are not all advertising as they should.

Not Waiting Until the New President Shows His Hand
There has been no pre-election stagnation of business, for no matter which political party men favored they did not seem to be afraid of the candidate of the other party, and now that the election is over there is no sitting down to wait until the new President shows his hand. The man in the office, field or shop says, "I voted against him, but he's all right," and forthwith gets down to business.

Of Interest to Exporters

Exporters here have always clung to the belief that this port was discriminated against. This belief, whether there were ever any grounds for it or not, is now cleared away, and everyone is now confident that our interests will receive justice, and that there will be no discrimination against us to offset our natural advantages, and that from now on New Orleans will not be merely the best but the only port to be considered by the exporters of the products of the Mississippi Valley.

How Small Cooperage Shipments Go Forward

We now have regular sailings to the west coast of South America. The cargoes are mainly steel rails, which give much weight with little bulk, leaving room for much light but bulky freight, like cooperage stock. Under such favorable conditions small initial shipments have gone forward, but the trade is in its infancy.

Growth of Export Trade Only Matter of Stock Production

Ships now ply regularly between New Orleans and all West Indian and eastern South American ports of

any importance, and the growth of the cooperage business along those lines is only a matter of getting the stock.

Why Exporters Should Keep Informed as to Foreign Conditions

Shippers, however, should take care to keep informed as to conditions in the countries to which they ship. For instance, we have an immense trade with Cuba, and recently have had an immense amount of trouble with the merchants and manufacturers on that island. First, the Cubans indulged in a dock strike that tied up shipping indefinitely, and then a moratorium was declared that made business almost impossible. At one time it is said that three million dollars worth of goods shipped through this port were tied up on the Havana docks, unpaid for. Still, our New Orleans Chamber of Commerce has unbounded confidence in the Cuban trade, and is making strenuous efforts to aid in financing such shipments. Some of our exporters of cooperage, knocked down and otherwise, have suffered annoyance but no serious losses in this trade.

Tied-Up Cooperage in Foreign Lands Not Good Investment

It is, of course, unbusinesslike to ship goods to strangers at a distance, even with the security of draft against documents, for a lot of cooperage tied up in some way in a foreign land, and unpaid for, is not a valuable asset. Unknown foreign customers should always establish a bank credit in this country against which shippers could draw, with documents attached.

Another plan that works well is not to make direct exportation yourself, but to sell to some large corporation whose terms are cash on delivery of documents.

Large Exportations of Wheat Through New Orleans Port Have Prevented Car Shortage

This section has so far escaped the car shortage from which others are said to be suffering. There have been so many large exportations of wheat through this port that enough emptied wheat cars have been released to supply all urgent needs.

Logging Weather Has Been Generally Favorable

Weather this fall has been generally favorable for logging operations, interrupted, however, by two storm periods, each of which practically stopped all such operations for about a week.

Prospects for Great Sugar Production Never Better

Prospects for a great production of sugar were never better when the cold wave came, about the middle of November, inflicting losses on the sugar planters, estimated anywhere between two and three million dollars. The cane growers know well how to meet the dangers of such sudden freezes, and having received, through the Weather Department, advance notice of the approaching change in the temperature, made desperate efforts to save their crops, but the labor supply was wholly inadequate, and they could not get sufficient help to handle the imperiled cane.

In consequence of this damage to the cane some orders for cooperage have been reduced, and a few canceled entirely. This, while unfortunate for the individuals, is not sufficient to affect the general trade. Even where individual losses are great the general trade will be good, and the demand for cooperage large.

Barrels Will Be Used for Truck Crop as Long as Packing Can Be Obtained

The cold snap gave the truck farmer an opportunity to show what he could do in an emergency, and he did it. Some of them suffered severe losses, but in most cases the crops were only retarded, not destroyed. The call for truck barrels stopped completely for a time, but revived at once, and will grow larger and larger as the season advances. The demand for boxes, crates

and hampers, and especially for barrels for produce shipments, will equal, if not exceed the supply, and the very last thing to be feared is that the other packages will crowd the barrel out of the field. The barrel will be used as a container for vegetables as long as it can be obtained, or as long as vegetables are grown for the market.

SECOND FOREIGN TRADE BANK WILL HAVE HEADQUARTERS IN NEW ORLEANS

What is anticipated to be a powerful factor in the development of the foreign trade of the South, says *The Lumber Trade Journal*, is promised as the result of a meeting of Southern bankers held in New Orleans on November 6. The meeting was called by a committee of which Robert F. Maddox, of Atlanta, was chairman, to consider the organization of a foreign trade bank under the provisions of the Edge law passed at the last session of Congress, for the purpose of financing foreign trade. Leading bankers were in attendance from various points in Alabama, Arkansas, Georgia, Florida, Louisiana, Mississippi, North Carolina, South Carolina, Texas, Oklahoma and Virginia, and the question was thoroughly discussed from all angles, resulting in the appointment of a committee to draw up a plan of organization. This committee was composed of P. H. Saunders, of New Orleans, chairman; Nathan Adams, D. M. Armstrong, J. A. Pondron, J. K. Ottley, Oscar Wells and Haynes McFadden, and its report was submitted to an adjourned meeting held in the evening, and unanimously adopted.

The report of the committee recommended the formation of an organization under the Edge law, to be known as the Federal Foreign Finance Corporation, with its principal office in New Orleans. The proposed capital stock is six million dollars, which may be increased to twelve million, and the banks in the South are asked to subscribe for stock to the extent of three per cent. of their capital stock. In this connection it was stated at the meeting that the New Orleans banks had agreed to take one million dollars in stock, or about five per cent. of their capital. The bank is to begin business as soon as six million dollars has been subscribed, represented by 60,000 shares of the par value of \$100 a share, the subscription books to be closed December 10. On announcement being made that the total of six million dollars has been subscribed, 25 per cent. of the subscriptions shall be at once payable, and the balance on call of the directors within one year, or such time as may be required by law.

The report recommends that the board of directors be provided to consist of not less than nine nor more than 25, and that the first board be composed of 20 directors. It recommends 15 bankers, distributed among the States participating in the meeting, to be included in the first board, the remaining five to be appointed by the board or by the stockholders at their first meeting, and this board is to arrange for all the necessary details of organization. It recommends that the officers of the corporation consist of a president, who shall be a member of the board, one or more vice-presidents, who may or may not be members of the board, a secretary and a treasurer, all the officers to be elected by the directors.

The Edge bill became a law in January of this year, and one bank has previously been organized under its terms, which is located in New York, and called the First Federal Foreign Banking Association. It is probable that the new bank now initiated will be distinguished by the name Second, but it is planned on a considerably larger scale, the New York concern having been incorporated with a capital stock of one million dollars, since increased to two millions, while the present one is to start off with a capital of six millions, which it is proposed to increase to twelve millions. As has heretofore been explained in these columns, the plan of operation is to finance foreign trade by dealing in foreign bills of exchange and securities, and the power is granted such banks to offer for sale to investors their own obligations based upon such foreign securities up to ten times the amount of their capital stock. The new bank will therefore start off with facilities for handling 60 million dollars of foreign credits, which will tend to greatly stimulate foreign trade in the South.

Louisville Reports Cooperage Manufacturers Busy, Although Trade is Passing Through Conditions that will Lead Back to Normal

Business with the stave and heading trade and also the tight and slack barrel manufacturers, has slumped somewhat during the month, along with reduced demand as a result of slumps in numerous other industries. Staves and heading are weaker all along the line, due in part to lower demand, and due again to heavy production during the fall period, following a big summer production. Barrel manufacturers are busy, principally on old orders, as inquiries and new orders are not as heavy by any means as they were. However, things have to go back to something nearer normal sooner or later, and the break is beginning to be felt in all lines, and is bound to affect the cooperage as well.

Fall Weather Has Been Ideal for Manufacturing

At the present time production in the South continues good, although it is reported that some of the lumber and stave mills are cutting loggers 25 per cent, and some of the mills are cutting day labor fifty cents on the day. Demand for labor in the South has been much slower for the past few weeks as a result of pine and hardwood mills being down, they having good stocks on hand, and light demand, therefore not caring to further load up merchandise made on top labor prices. There has been ideal weather all fall for production, which has been unusually heavy.

The Tight Stave Market

Prices of tight staves are weaker, it being reported that good white oak staves, oil, can be had at \$80 a thousand and upward, red oak staves about \$10 a thousand under, the margin between red and white being smaller, as red is getting a better run than usual, and proving very staple as a whole. Spirit stave quotations are hard to line up, but it is reported that they are selling at prices ranging from \$140 upward per thousand for good stock. It is reported that red oak heading is bringing from \$1.15 up, per set.

Slack Gum Staves

Slack gum staves are quoted at \$32 and \$35 a thousand for No. 1, with No. 2, \$25 and \$27, and elm and cottonwood at about \$1 a thousand over gum. No. 1 heading is quoted at \$21 a set; No. 2, 18 cents; mill run, 20 cents. Hoops are down to \$35 for six-footers, per thousand.

Slack Barrels

Slack barrels are quoted at \$1 and \$1.10 for produce; \$1.30 and \$1.35 for flour; sugar sized produce, of No. 2 stock, \$1.25 and \$1.30.

The Tight Barrel Market

Tight barrel prices are off somewhat, but kegs and half barrels remain firm, as prices asked in this market had been under prices in other markets. Six-hoop red oak barrels, oil, are quoted at \$4.50; wine, \$7.50 and \$8; white oak, oil barrels, \$4.75; gum, \$3.25; 30-gallon half barrels, oil, \$3.25; spirit, \$4.50; gum, \$3; second-hand whiskey barrels, \$6 and \$6.50; shaved out, \$7.50; second-hand oil, \$3 and \$3.25; glucose, \$2.25 and \$2.50; new kegs, red oak or mixed oak, 5-gallon, \$1.40; 10-gallon, \$2; 15-gallon, \$2.65; 25-gallon, \$3.25.

Present Demand for Near-Beer Barrels and Kegs is Dull

It is believed that eventually there will be some demand for half barrels and kegs, for beer, but right now the demand is dull, as there has been much consolidation in brewers, and the number of near-beer manufacturers is much smaller, with consolidated stocks of old barrels going much further than had been anticipated.

Apple Trade Took a Good Many Barrels

The slack barrel trade is dull as a whole, the flour market being so uncertain that consumers are buying in less than barrels or even halves, and packing is in cotton and paper almost entirely. The apple trade took a good many barrels, but now is dull. Some apples are coming into Louisville in bulk car lots, and being packed in barrels locally by apple dealers, this bringing some local business. Shipment of barrels and K. D. barrels into the apple-growing districts has been off all season.

Leading Cooperage Plants Operating Full

In the tight trade some of the leading cooperage concerns report that they are operating full, principally on old orders, either locally or for shipment East. There has been a fair movement to cottonseed products companies, and food product packers, including cider and vinegar people. Varnish and paint buying has been off. Inquiries are generally lighter than they were.

Labor Situation Easier

The labor situation is much easier, as many wood-working plants are running but four or five days a week, with shortened forces; box plants have cut from ten to nine hours a day, and there is a steady reduction in demand for labor.

Smith Cooperage Co. Sells Business to H. D. Quigg

E. O. Smith, of the Smith Cooperage Co., has retired from the stave and heading, as well as the cooperage business, after spending nearly forty years in it. Mr. Smith for a number of years operated a stave and heading plant at Livermore, Ky., in 1905, buying interest in the Henry Cooperage Co., Louisville, which became the Smith-Henry Cooperage Co., and later the Smith Cooperage Co. For several years he operated mills at Livermore, supplying stock to the Louisville plant. He sold his mills some four years ago. The Louisville business has been sold to H. D. Quigg, formerly operating a stave and heading plant at Livermore, Ky., and recently with the J. D. Hollingshead Co., Thebes, Ill. Mr. Quigg is an experienced slack cooperage man, having had considerable experience in all divisions of the industry.

FUTURE UNITED STATES OIL NEEDS EIGHT BILLION BARRELS

The rate of oil consumption in the United States is increasing so rapidly that future demand will be 1,000,000,000 barrels a year, and that amount can readily be absorbed, so R. L. Welch, general counsel and secretary of the American Petroleum Institute, said November 16th at the second annual convention of the American Gas Association at Hotel Pennsylvania, New York. More than 1,000 delegates, representing 85 per cent. of the national gas industry, were present at the convention, the sessions continuing four days.

Mr. Welch said the days when unlimited quantities of oil could be purchased at low figures had gone never to return. At present petroleum refiners were actually in competition with gas companies for gas oil, he declared. It was impossible to determine the amount of the future supply, the speaker said, because of the uncertainty regarding the producing qualities of the wells. He believed gas companies hereafter must pay a price which would take the oil away from the owners of automobiles.

Owing to the progress made in oil engineering, Mr. Welch said, he felt safe in giving certain estimates. The United States produced 377,000,000 barrels of oil last year, and the estimated production this year would be 450,000,000 barrels. Beginning with 1921, he asserted, the annual rate of production would be 475,000,000. To this he added the 150,000,000 annually imported from Mexico, giving an available supply of 625,000,000. His faith in the future oil supply was based on his faith in coming methods of oil engineering.

Mr. Welch estimated there would be 12,000,000 automobiles in the United States by January 1, 1922, and said there was barely enough gasoline to meet present demands, crude oil stocks having been last September at the lowest point ever known. He explained that a motor truck required three times as much oil as a passenger automobile. He believed the public, which is the ultimate consumer, had the right to say whether oil should be converted into gasoline for automobiles or into gas oil for use in lighting, heating and cooking.

George B. Cortelyou, retiring president of the association, in his address, asked for "more intensive development from within and more legislative co-operation from without," as a means of obtaining increasingly efficient service from public utilities.

D. C. AVERY, INVENTOR OF THE "CRESCENT VENTILATED" BARREL

Having noted a mention of ventilated potato barrels as carried in the November number of the JOURNAL, our old subscribing friend, D. C. Avery, of the Avery Cooperage Company, slack and tight barrel manufacturers, of Cedar Springs, Mich., writes as follows:

"I claim to be the inventor of the 'Crescent Ventilated' fruit and vegetable barrel, on which barrel I was refused a patent twenty years ago. Business is very good in the fruit barrel line this season. The I. Krymer Company, of Camoria, Mich., having 50,000 bushels in storage and will commence barreling December 1st."

With this letter Mr. Avery sent a photograph of some very fine looking "Crescent Ventilated" barrels, which we would have been pleased to have shown our readers had time allowed for cut-making for this issue.

MANUFACTURERS MUST REALIZE TIME IS PAST WHEN CONSUMER WILL ACCEPT POOR QUALITY STOCK, SAYS E. H. WILLIAMS

Voicing his impressions of the Cleveland semi-annual meeting, E. H. Williams, president of the Associated Cooperage Co., Inc., 150 Nassau Street, New York, says: "I don't believe that very much business was transacted at this meeting, the majority of the people attending the convention for the purpose of ascertaining what the other fellow could and would do, and it was more of a friendly get-together gathering than a real business meeting. From my conversations and observation I believe that there will be no sharp decline in prices of tight cooperage stock, at least not before spring, and after that time it is a matter of conjecture and one person's guess will be as good as another's. There is, however, one very self-evident fact, and that is that the manufacturer of cooperage stock must now realize that the time is past when the consumer will accept a poor quality of material, and it is now up to the makers of heading and staves to be very careful to turn out a good quality. During the past two or three years some of the manufacturers figured that all that was necessary was a piece of wood in the shape of a stave, and they expected it to be paid for as such, but now that the demand has eased off and the supply is more plentiful the consumer can demand and will receive good, merchantable staves and heading. I believe that business will continue to pick up and that after the holidays we will be enjoying a large volume of business."

ASSOCIATING WITH FELLOW TRADE MEMBERS GIVES ONE BROADER VIEWS, SAYS C. M. VAN AKEN

Commenting on the Cleveland meeting C. M. Van Aken, of the C. M. Van Aken Cooperage Company, New York, says:

"There was very little business done at this convention, but in spite of that, my opinion is that the convention was a decided success. We are passing through a rather trying time in the cooperage business. Prices have been abnormally high and the reaction is now here. When we stay at home and consider propositions from our own personal standpoint, we are apt to take a decided pessimistic view of conditions when they seem to be going more or less against us, but when we get out and associate with other people in the same line of business, get their viewpoint, we are pretty sure to learn, as we did at Cleveland, that a great deal of our trouble is psychological, that there is a demand for cooperage and that by refraining from forcing upon the market the few cars that we may have on hand, which will mean a sacrificing in price, we could, by waiting for the consumer to want the material, get a fair and reasonable price for it, and to my mind the association of the men at Cleveland brought out this point, and I believe that everybody went home with a more optimistic attitude of conditions generally than they had when they came. The business program was well arranged and successful, and the social side was all that might be desired."

CHAIRMAN COOPER BEGINS ACTIVITIES FOR THE SECOND-HAND BARREL GROUP

Reporting on the Cleveland meeting of The Associated Cooperage Industries of America, at which meeting he was elected National Chairman of the Second-Hand Barrel Group, Wm. E. Cooper says: "The Cleveland meeting was one of the most successful meetings that was ever experienced by the industry. Some 400 members were present, including both the new and old cooperage trade from all over the United States. They were the jolliest bunch that I have ever had the pleasure to be one of, and the only charge I made against them is that they elected me their National Chairman of the second-hand group. Now that I have had this honor conferred upon me I feel obligated to do my duty and am arranging to have a meeting of the second-hand barrel dealers on Monday afternoon, December 6th, 1920, at 4 P. M. This meeting will be held at the Arcadia Cafe, Widener Building, Philadelphia, from 4 to 6.30 P. M., and discussions as to ways and means to further our business will be taken care of. A dinner and entertainment will then be furnished and I anticipate representatives of the trade from all Eastern States will attend."

NEW BANK SITE COVERED WITH SECOND-GROWTH TIMBER

A new State park for western New York is being agitated, the site being near the city of Salamanca. It would cover about 30,000 acres and the land is now covered with second-growth timber.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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C. A. McCANN, Associate Editor

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Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

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Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISER

Francis Stave and Lumber Co., Black, Mo.

A Merry, Merry Christmas to one and all.

Latest reports are to the effect that wheat conditions in the Southwest are as near perfect as possible.

8,000,000 barrels of oil is some few barrels, and yet this is the amount that experts tell us is the future need of the United States.

Remember—quality barrels means increased business, but also remember the co-ordinate truth that quality barrels need quality stock.

The JOURNAL cannot discover where the coming of the new year 1921 forecasts anything but prosperity for all who set themselves to travel the right business courses.

Now that the port discrimination bugaboo, which New Orleans exporters have long felt has been a deterrent to the fullest use of the natural advantages of their port, has been cleared away, New Orleans, according to the JOURNAL's correspondent from that city, will not be merely the best, but the only port to be considered by exporters of the products of the Mississippi valley.

That a sincere vote of thanks and appreciation is due the committee of members of the Cleveland cooperage trade, who saw to preparing the good time for all at the semi-annual, should go on record. The Cleveland committee that played host to the visiting cooperage men was comprised of member of the Grief Bros. Cooperage Company, the Cleveland Cooperage Company, The John S. Oram Company, The Peter Gerlach Company, the Clough & Witt Machine Company and the Wooden Tool Company.

The splendid article by A. B. Struthers, of the Struthers-Ziegler Cooperage Co., slack stock manufacturers, of Detroit, Mich., delivered at the semi-annual meeting at Cleveland, won arising vote of thanks, and justly so. The mountain peak reference and the statement that the "seller and buyer must co-operate in these days of changing values, if both producer and consumer, and the trade generally, would profit during the period of readjustment," appeared to find an endorsing echo in the minds and attitude of all those assembled. The sentiment with which Mr. Struthers closed his address, "American industry does not fear the truth. We will find it and build on that foundation," was a fitting climax for all that had gone before, and as such was duly appreciated by all listeners.

Secretary V. W. Kraftt, in his able report, delivered to Association members assembled at Cleveland, aptly likened The Associated Cooperage Industries of America unto a human body, the throbbing life, activities and growing power of which Association body, we take it, was engendered for the upholding, protecting and increasing the use of the wooden barrel, tight and slack, and the more completely the whole trade combines in this work, the greater the rewards for all.

Continued improvement in the credit situation, with the probability that bankers will be able to take care of all demands for legitimate enterprise, was contained in reports submitted at the meeting of the advisory council of the Federal Reserve Board at Washington, November 15th. James B. Forgan, of Chicago, director of the Federal Reserve Bank of the seventh district, brought optimistic reports of the business outlook in Illinois, Indiana, Michigan, Wisconsin and Iowa.

The National Association of Box Manufacturers, in recent session at New York, decided to adopt a master trade mark for the use of members, and also decided to support a co-operative plan of advertising the products of box manufacturers. Well, we're all doing it, with this difference, that the cooperage manufacturers have the advantage of knowing that the "wooden barrel" is the "king of shipping packages," and this advantage the trade should not only hold, but increase and extend.

Final showdown on the long anticipated advertising campaign for The Associated Cooperage Industries of America is promised by C. C. Berry, head of the advertising committee. A campaign to get the consensus of opinion of those who have already subscribed to the fund, as to whether they wish to go ahead without other members of the trade coming in, will be started at once. It is the belief of the majority of members, according to Mr. Berry, that the time is most propitious for the starting of publicity, and it is more than probable that the present program will be followed out.

The opening address of President Carl F. Meyer, delivered at the opening of the general session of the semi-annual meeting of The Associated Cooperage Industries, at Cleveland, was, in the JOURNAL's estimation, one of the best of the many excellent addresses which Mr. Meyer has made during the years he has devoted to Association activities. Clear-cut, terse and directly to the point, President Meyer's Cleveland address was one of successive high lights, and we urge all those of our cooperage and cooperage stock friends not in attendance at Cleveland—and there was a host of these—to read most carefully President Meyer's address as it is incorporated in the report of the semi-annual meeting carried in this issue.

Reporting on the decline of prices in cooperage lines, Jackson & Tindle, the old established slack stock manufacturers, of Buffalo, N. Y., say: "While there is little buying of material at this time, we believe the decline in prices will have a good effect upon business and will create a greater feeling of confidence among buyers in the long run." Without the confidence of its buying clientele the strongest business organization or the most necessary industry cannot long survive. Therefore, let us all of the cooperage trade work without ceasing to further increase and extend the confidence between all members and branches of our industry, not only in the matter of prices, but in every other matter as well. Confidence in anybody or anything pays big dividends.

Emphasizing that the spirit of labor to increase production is nearly everywhere evident, and declaring that rapid progress is being made to reconstruct the countries ravaged by the war, W. S. Kies, chairman of the board of directors of the First Federal Foreign Banking Association, who has recently returned from a three months' trip through England, France, Belgium, Holland, Scandinavia, Germany, Italy, Austria and Czechoslovakia, makes it plain that Europe is in the midst of far-reaching social and economic changes. In a statement just issued, Mr. Kies said in part: "American exporters are naturally interested in the safety of credits to Europe. European bankers discourage the acceptance of short-term credits, because of the great fluctuation in exchange. On the other hand, the feeling of confidence in the future is shown by the willingness of the bankers in many countries to recommend three to five year credits, and in some instances to guarantee such credits. The coming winter and spring are dreaded and clients are advised against making commitments which would require dollar exchange within the next six months."

TIGHT STOCK PRICES NOT AFFECTED AS MUCH AS SLACK, SINCE LATTER LINE HAS HAD TO STAND REACTION FROM GREAT BOOM, SAYS JAMES INNES

There has been quite a falling off in the demand for slack cooperage stock during November, owing to the apple season being over, to most trades being affected by the Presidential election, and to the approaching stock-taking, and holiday season.

On account of many dealers being overcrowded with purchases which had to be moved in November and December, prices have been cut heavily, in some cases below the cost of production, and as a consequence the majority of the mills manufacturing stock have closed down until surplus stock is disposed of, and prices are again on a remunerative basis.

Stocks at the mills are not heavy for this season of the year, but as money is tight and prices have declined, everybody seems to be in a hurry to dispose of their stock, and consequently buyers are holding off, expecting lower prices.

The mills in the North have sent their crews out into the woods, and are paying as high wages as last season, and supplies are no lower, so that it does not look as if any cheaper logs will be put into the mills in the northern section of the country this winter than last season.

The demand for tight barrel stock continues good for this season of the year and prices are not being affected so much as in slack barrel stock, as there was no great boom in the tight barrel trade, and consequently there is very little reaction.

The exchange situation is still adverse to large exports, and until this gets down to more nearly normal, we cannot look for a very heavy export trade in cooperage stock.

We do not look for much change in the situation until after the New Year.

FULLY CONVINCED 1921 WILL SEE GOOD VOLUME OF STOCK ORDERS, WITH DEMAND ABOVE AVERAGE YEARS, SAYS WALTER C. HARTMAN

Reporting for December we would like to say briefly that a great many of the manufacturers who put their products in the slack barrels are running very light and some are shut down altogether. Stocks at cooper shops are fairly large, but there is no great surplus at the mills. Whether or not the prices have now declined as far as they will go in this movement is a mere guess and the old law of supply and demand will work as usual, as this very serious liquidation throughout the country proceeds.

We are optimistic in regard to the slack cooperage in general and we are fully convinced that 1921 will see a good volume of orders and a general demand for stock even above the average past years. In some sections timber prices are already lower and stumpage and logs can be secured at a considerable reduction. Everyone knows that labor will be lower and more efficient. Prices will probably fall to levels actually below markets that provide a fair manufacturing profit. The next movement will be an advance from the bottom and the cooperage stock prices will continue to fluctuate in the future as they always have done in the past.

FIRM AND SETTLED PRICE MARKET WILL INCREASE PLACING OF STOCK ORDERS, SAYS C. M. VAN AKEN

During the past month the cooperage business throughout this section has been rather quiet. The fruit season is practically over, most of the fruit barrel manufacturers have cleaned up their material fairly well and the exceedingly low prices which have been received for fruit during this fall makes the coopers feel rather reticent about considering material for next year's business and, because of the uncertainty of business, the manufacturers of barrels for various commodities beside fruit do not feel like placing orders for cooperage very far ahead. There seems to be a fairly good demand for barrels and this accounts for the fact that some cooperage stock orders are being placed continuously, but if prices were more settled more orders would be placed, because coopers would be willing to carry more stock.

We are hoping that the market will become settled between now and the end of the year and that we can start the new year with firm prices on all kinds of the material in which we are interested.

BUFFALO REPORTS COOPERAGE TRADE QUIET

The slack cooperage trade is very quiet. The flour barrel movement has not been what it usually is in the fall season, on account of the failure of the export demand for flour. Millers are nearly in despair over it, regarding it as a lost business, unless something can be done to revive it. Now it is found that the local consumers of flour are holding off, not knowing what to do about ordering out stock that was bought at higher prices than at present. This fills the mills with flour and cuts down the use of packages.

The market on stock from the mills is unsettled, but it has not shown any such sensational declines as during the preceding month. The buying is of course limited, as coopers have no immediate need of material. They will buy very sparingly until after the beginning of the year—a policy that seems to be prevailing in most other business lines.

Quotations on cooperage stock f. o. b. Buffalo, are now (November 24th) about as follows:

No. 1, 30-inch elm staves.....	\$30.00	to	\$32.00
No. 2, 30-inch elm staves.....	20.00	to	21.00
No. 1, 30-inch gum staves.....	30.00	to	31.00
No. 1, 28½-inch elm staves.....	29.00	to	30.00
No. 1, 28½-inch gum staves.....	29.00	to	30.00
No. 2, 28½-inch gum staves.....	20.00	to	21.00
Mill-run, 28½-inch gum staves, fruit.....	22.00	to	23.00
No. 1, 19½-inch basswood heading.....	26.00	to	27.00
No. 1, 19½-inch gum heading.....	25.00	to	26.00
No. 1, 17½-inch basswood heading.....	23.00	to	24.00
No. 1, 17½-inch gum heading.....	22.00	to	23.00
Six-foot hoops; six-foot-nine hoops.....	33.00	to	34.00

As to Hooping Apple Barrels

Reports received in Canada state that many apples reaching the United Kingdom this year were not properly packed in the barrels. The percentage of loose packing is said to be considerably greater than in years prior to the war. It is stated that many barrels have been shipped from Halifax without the hoops being securely fastened, and during the process of rolling into the steamer the hoops roll off, thus weakening the barrel and sometimes causing apples to spill in the hold. It is advised that quarter hoops be securely nailed and clinched before any apples are placed in the barrel.

Unemployment is reported to be on the increase in Buffalo, according to the statement made by V. A. Zimmer, superintendent of the local office of the State employment bureau. The slump is being felt in four principal groups—woodworking, metals and machinery, steel and iron, and automobile industries. The coopers will answer that their part of the woodworking industry is surely to be called quiet.

Cleveland Semi-Annual Well Worth Attending

Visitors to Cleveland to attend the cooperage convention were Edward B. Holmes, W. G. Pennypacker, Jr., and George W. Little. They reported on their return that the meeting was well worth attending, and the entertainment all that could be desired.

May the Law Get Him and Save His Life

A Jamestown man is the latest candidate for fame by going over Niagara Falls in a barrel. He has set the date some ways in the future—May 24th next, and in the meantime he may change his mind, perhaps as the result of activities of Niagara Falls police, who say shooting the cataract will be discouraged in future. The proposal in this case is to use a cork barrel, which with the man inside will weigh 280 pounds.

J. D. HOLLIS NOW WITH ASSOCIATED COOPERAGE CO., INC.

Under date of November 17th, Mr. E. H. Williams, president of the Associated Cooperage Company, Inc., tight and slack stave and heading manufacturers, 150 Nassau Street, New York, advises that Mr. J. D. Hollis has become associated with them in the capacity of southern manager, with headquarters at Jackson, Tenn. Of their new associate President Williams says:

"Mr. Hollis will superintend the buying and inspection of staves and heading in his territory, and we believe that we have been fortunate in securing his services. He has a large acquaintance among tight cooperage manufacturers and comes very highly recommended to us.

"Owing to the large increase in the volume of our business we have found it necessary to open outside offices, the Jackson branch to be followed later by offices in Arkansas and some part of the southeast. This arrangement permits us to give much better satisfaction both to the mill man and the consumer, and we believe it will work out to the mutual advantage of all concerned."

It is reported that the Indiana Heading and Stave Co. is planning to move its plant from Huntingburg, Ind., to Louisville.

WANTS IN COOPERAGE LINES

Atkins Lumber Company, Atkins, Va., is in the market for a Gerlach barrel saw, complete.

Scobie Fish Company, Titusville, Fla., is in the market at all times for potato and fish barrel stock.

Farmers' Machine Barrel Company, Readfield, Me., is in the market for dowl, skewer and box machinery.

Ed P. Eberhard Lumber Co., Guttenburg, Iowa, is in the market for a new or second-hand heading jointer suitable for stock up to 18" long.

The American Barrel Company, 297 Bridge Street, Salem, Mass., is in the market for 240 sets of 20" white oak and 300 sets of 20" red oak heading.

Canton Cooperage Company, 507 South Street, Baltimore, Md., is in the market for staves, hoops and heading for No. 2 sugar, apple and meat barrels.

F. C. Mundhenke, 2200 32d St., Galveston, Texas, is in the market for sawn and buck vine staves and heading. Staves 37" x ¾", and heading 22" and 24" x ¾".

C. S. Bigelow's Cooperage, Gasport, N. Y., is in the market for a car of M. K. 28½" chamfered and crozed gum fruit staves ¾" bilge for winter or spring delivery.

Woodstock Manufacturing Co., Charleston, S. C., is in the market for a large supply of No. 1 sugar barrels. A few cars wanted for immediate shipment, balance as promptly as possible.

Mifflin Chemical Corporation, Delaware Ave. and Tasker St., Philadelphia, Pa., is in the market for second-hand No. 1 light machine oil barrels, No. 1 cottonseed oil barrels and No. 1 refined oil barrels, all free from breaks.

A brewing company in Japan desires to purchase 100 to 150 hogsheds of 70 hectoliter size for starting fermentation, and of 63 and 83 hectoliter sizes for storage purposes; about 100 beer barrels of one-eighth, one-fourth, and one-half hectoliter sizes for transportation purposes, to be of quarter sawn oak with four iron hoops. Other specifications to be the same as for American beer hogsheds and barrels. They must be in hectoliter sizes, not gallon. Quotations should be given c. i. f. Kobe, to be shipped knocked down. Reference. For name and address write 34051, Bureau of Foreign and Domestic Commerce, Washington, D. C.

PEKIN COOPERAGE CO. MOVES ITS GENERAL OFFICES TO NEW YORK

The Pekin Cooperage Company, of which company H. G. Herget is president, have moved their general office headquarters from Pekin, Ill., to 433 Washington Street, New York, at which address they will be until the completion of the new Cunard Building, now under construction at 25 Broadway. The Cunard Building is scheduled to be ready for occupancy May 1, 1921, after which date the Pekin Cooperage Company will be located in Room 627.

As extensive manufacturers of tight cooperage and cooperage stock the Pekin Cooperage Company is giving specialized attention to export trade right now, and with President Herget located at New York, the big expansion looked for in this trade will be promptly handled. As will be noted in the full-page advertisement in the issue of the JOURNAL, 433 Washington Street will also be the New York office of the Chickasaw Cooperage Company, as well as the headquarters of the Pekin Cooperage Company. In the advertisement mentioned will also be noted the different offices of the companies, namely, Memphis, Tenn., Box 143 Binghamton Branch, and New Orleans, La., 1027 Whitney-Central Building, as well as their South American representative, Marion R. Wellford, Lavalle 341, Buenos Aires, and their Argentine agents, Fajardo & Vignoles, Mendoza.

Specialists in their line and with their company's business activities directed by such old, progressive and experienced cooperage and cooperage stock men as H. G. Herget and Walker L. Wellford, respectively, the Pekin Cooperage Company and the Chickasaw Cooperage Company, is splendidly organized to handle export trade in large volume, and their efficiency in doing so has and will continue to add greatly to the prestige of America's export cooperage trade of the future, of which trade the JOURNAL has always had and still has the greatest expectations.

Whitesburg, Ky., reports that the Lucas E. Moore Stave Co. is cruising timber in that section, and has made some additional purchases. There is a good deal of activity in the section, several stave and lumber companies buying up additional lands.

CLEVELAND REPORTS GOOD BOOKING OF FUTURE BUSINESS, THOUGH VOLUME CONSISTS MOSTLY OF SMALL ORDERS

Slowing up of barrel consumption with the general reduction in buying by all lines of business has reached the Cleveland trade, though cooperage is the last industry, and Cleveland, possibly, the last manufacturing center in the barrel trade itself, to feel the business reaction. Belief that prices for finished cooperage will be lowered is one factor that is causing the food, oil, paint and other large consumers to hold out on their requirements toward the latter part of the month. On the other hand, consumers claim the demand for their own products is more limited, hence their need for barrels is lessened.

It is a significant fact, however, and should be widely noted, that, in general, both tight and slack cooperage manufacturers here are running quite as heavily as before, and the fact that there is no significant stocking up is sufficient to prove that barrels are moving out of plants. All manufacturers report that the present demand is of a hand-to-mouth character, at the same time claiming that there is a comfortable total volume of new business being booked, even if it is made up mostly of smaller orders.

Cooperage Manufacturers Anxious to Keep Pace with Readjustment Conditions

Tendency of cooperage interests here is to reduce prices to meet buyers' views wherever and whenever conditions permit. On the other hand, raw materials, while easier, are not likely to remain in that position, at least such is the opinion of leaders in the trade here. They point to the fact that labor difficulties in the producing districts, that have developed in the last twenty days, forestall a liberal production. Several raw material plants have been closed in the last few weeks, and while a considerable quantity of material has been accumulated, there is none taking the place of that which is finding its way to cooperage plants, and in this way a shortage at no distant date is seen, and consequently sharp and permanent reductions are not likely.

Greater Labor Supply Means Larger Production

The principal influence upon barrel prices from the manufacturer's point of view is labor. Labor is more plentiful at plants in this territory, but while it is so higher, wages still remain the same, so no help toward lower prices can be looked for in that quarter. Labor supply is greater, however, and this will mean better and larger production, plant owners believe.

Where Barrels Are Needed They Will Continue to Be Used, Says H. C. Coyle

Operations at the Greif Brothers Cooperage Company are running nearly as full as prior to a few weeks ago, virtually all slack barrel users finding that if they are to meet their present needs they will pay the price. "Our clients inform us that their customers need the foodstuffs and other products contained in barrels quite as much as they ever did," says H. C. Coyle, secretary. "This simply means that where barrels are needed they will be continued to be used. While it is true that orders are not as large of late, there are more of them, so that the total business being booked is satisfactory to us."

All Cooperage Manufacturers Are Operating Under Like Conditions, Says C. C. Berry

Tight barrel consumers appear to be working upon a reduced schedule, and their lesser requirements are reflected in smaller quantities of tight cooperage. There has been a little softening of prices for finished tight barrels, according to C. C. Berry, secretary of the Cleveland Cooperage Company, but only as affected by lowered costs of materials. Overhead, plant operation and labor costs have remained stationary. Hence there is less of the waiting game on the part of users than might be expected, as all consumers are operating under like conditions.

Will Stand by Loyal Employees

"The tight cooperage trade is benefiting in a way by the change in business conditions," asserts Mr. Berry. "Labor is more plentiful, and this will mean in the end a more plentiful production. This trade will favor the old workers, however, and the men who have been turning out good barrels and sticking to the job will find us standing by them."

Production Is Nearly Normal at A. M. Welti & Brother's Plant

A little change in operations is noted at the A. M. Welti & Brother's plant. Production is nearly normal, and outlet is about even with orders. Some days more orders and more production, other days few orders and production accordingly.

The Associated Cooperage Industries of America

IN SEMI-ANNUAL CONVENTION AT CLEVELAND, OHIO, NOVEMBER 8th, 9th and 10th

Approve "Open Shop" Plan

The association went on record as a body as approving the stand taken by the National Association of Manufacturers in its view of the American plan, or open shop, operation between employers and employees, and a resolution supporting the manufacturers' body in this move will be forwarded.

GENERAL SESSION

The general session, at which the body of members in attendance were present, was opened Wednesday, November 10th, by President Carl F. Meyer, St. Louis, Mo., whose address, covering the principles upon which the organization is founded, what it has done for its members and the trade, its aims for the future; how the wooden barrel industry has been saved in numerous instances, etc., follows:

President Meyer's Address

"Your Secretary will tell you how closely your Association resembles a human being.

"The Associated Cooperage Industries of America was born about six years ago, and from an infant has grown and gained strength, and I am now convinced that it will continue to grow into one of the strongest organizations of its kind in the country.

"How well do you know the child?

"Do you realize how its influence has kept the family together during the trying times through which we have just passed. And as it grows older it is sure to be of greater help.

"It is acquiring new and important facts daily, and as time goes on will grow larger and stronger and greater in its help to all of us.

"Gentlemen: How well do you know the child (your Association)? Do you realize what this Association really means to you and your business? Some of our members do; others think they do; and there are some, I fear, who are like the 'old lady from Clyde, who was at a funeral espied: when asked who was dead, she smilingly said, 'Don't know; just came for the ride.'"

"Have you ever stopped to consider how many associations there are in this country?

"Do you know of a single successful line of business that is not organized?

"Why are these associations formed? A story which, I am told, emanated from the late Colonel Roosevelt, gives the reason. It's about a mule driver who could hit anything with his black snake whip. The Colonel had him hit a number of marks, such as a fly on the off mule's ear, a leaf on a tree, and various other objects. Finally, the Colonel asked him to take a shot at a peculiar looking object in a tree. The mule driver shook his head, grinned, and said, 'No, sir, Colonel; I could hit it, but I dare not; that's a hornet's nest and they are organized.'"

"If we were not organized we would be a prey to the makers of laws, railroad rates, etc.

"Quoting the old motto with which you are all familiar, 'United we stand, divided we fall.' Shall we stand or shall we fall? Shall we, by combined effort, lengthen the life and increase the volume of our industry, or shall we drift with the tide?

"Some of you gentlemen are probably asking yourselves at the present time, 'What has this Association done for me?'

"This question can best be answered by yourself, but, nevertheless, brings to my mind a letter received from one of our members (who, by the way, may have been related to the old lady from Clyde), saying the Association was controlled by a few members, who, as he expressed it, had ringside seats. His statement is partially true. There are members who have ringside seats; you will find them at every meeting in which they are interested. They are the best posted men in the business; they not only know their own business thoroughly, but they know their competitor's ideas of conditions, and are therefore in better position to dictate the financing, manufacturing and selling policy of their own concern than the man such as the one who wrote the letter referred to, who had never attended one of our meetings.

"These ringside seats are open to all of you, and my advice is to attend all general and group meetings in which you are interested and secure your ringside seats early, take advantage of the discussions, get all the information possible, and thereby be better able to conduct your own business in a profitable manner after you leave these meetings.

"The few men who do most of the work of your Association are not always the ringside seat-holders, but are the Executive Committee, selected by the different branches of your Association; and if their methods do not meet with your approval, they will be glad to hear your criticisms, objections or complaints, with any recommendations you may make.

"The scope of your Association is limited only by the extent of co-operation given by the members thereof.

"You now have an Executive Committee which handles matters of importance to the Association as a whole.

"A Traffic Department, with whose work you are all familiar, or at least should be.



PRESIDENT CARL F. MEYER, ST. LOUIS, MO.



SECRETARY V. W. KRAFFT, ST. LOUIS, MO.

"A Statistical Department, which is considered by many to be of great importance to all members.

"An Arbitration Committee, which has proven its value to all who have used it.

"And an Inspection Department, which, your President feels, is worth many times its cost to any one of you. I am informed your Inspection Department has made a recommendation to the producers of slack cooperage that will save them thousands of dollars.

"A few years ago the Bureau of Explosives attempted to put the wooden barrel out of business as far as the handling of gasoline, naphtha and kindred commodities were concerned, but the combined efforts of the National Coopers Association and the Stave and Heading Association by proving to the Interstate Commerce Commission that a barrel could be made that would satisfactorily handle these products, prevented the accomplishing of their object. Could individual efforts have made this result possible? What was that worth to the Tight Cooperage Industry?

"Satisfied users are not seeking substitutes; on the contrary, they are boosters.

"Coopers, can you conceive of anything more satisfactory than receiving stock daily on which you can make no complaint and from which you can make barrels that will be received without complaint, but instead have your customers write, 'Enclosed find check in full for last car barrels, which were the best we have ever received. Ship another car same quality at once.'"

"Producers of cooperage material, did you ever dream that the day would come when the user of your product would mail you check in full and write you, 'The stock in this car was perfect, ship another car of Association-inspected stock at once.'"

"Gentlemen, we may not live to see the day when this comes true, but nothing is impossible and an inspection service such as we have started, if given proper support of our members, is sure to improve and will eventually make our products as near perfect as human skill and brains will permit. To accomplish this will cost a great deal of money, but where could you get better returns on any investment that you might make?

"Do you carry fire insurance? "Which would you rather have: Your mill burned to the ground and the insurance money in the bank, or your mill in full operation turning out high-grade Association-inspected stock at a fair margin of profit?"

"The former is an expense; the latter an investment. "Pull together I say, pay your share and see that your neighbor pays his. If a street is being made in front of your property you pay your part and see that your neighbor, who is or is not a member of your association, pays his share.

"Look over the list of members, and if you know of any one in the cooperage business who is not a member persuade him to join; you could not do him a greater favor or benefit yourself more.

"Help your competitor to turn out a better product, thereby assisting in perpetuating the life of your own business. 'Do unto others as you would have others do unto you.' It pays in the end.

"Gentlemen, I have refrained from discussing present and future business conditions as I preferred to have this most important subject handled by free discussion and led by some of the best posted men in the industry.



THE BANQUET—VOTED BY ALL WHO ENJOYED IT AS THE FINEST IN QUALITY AND THE LARGEST IN POINT OF ATTENDANCE

"In conclusion, I ask each and every one of you in leaving this meeting to feel that this is your Association, and that you will do everything within your power to make it a bigger and better organization, thereby helping you to get the greatest possible benefit from it, and in turn the best possible return from your own business."

"I trust you will pardon me if I have tired you by too much Association talk, but feel that if each and every one of you had been in as close touch with the workings of this organization as it has been my good fortune to be during the last six months I know you would all be, if possible, more enthusiastic than I am."

Splendid review of the work of the association during the recent months was contained in the report of Secretary V. W. Krafft, St. Louis. His report in detail follows:

SECRETARY KRAFFT'S REPORT

"We have reached one of the most important stages of that readjustment which was certain to follow the upheaval of past years, and which is exercising a tremendous influence on present-day business conditions."

"There are distinct evidences of a return to normal, although the hoped-for and much desired stability will not materialize without the exercise of careful forethought and intelligent action. Each group of business interests, each industry, is confronted with its own particular and peculiar problems which it must solve for itself. The intelligence displayed and the spirit exhibited in the disposition of these problems will constitute the contribution of each to the safe return to peace and prosperity."

"It is nothing less than providential that the movement toward trade organization on the solid foundation of real and intelligent co-operation began some years ago and has since developed rapidly, so that industry now finds itself equipped through effective organizations, such as The Associated Cooperage Industries of America, to cope with these conditions."

"Let us suppose that we have no national association, bringing all branches and groups of the cooperage industry into one organization, and that we had the same lack of organization, or rather the condition of disorganization that prevailed but five years ago. It requires no stretch of the imagination to picture the result—each one differing from the other, all struggling along as best they could against the tide, some dashed on the rocks, others perishing in the waves, but all thoroughly exhausted and temporarily, at least, materially weakened."

"Fortunately, you have an organization which is representative and strong enough to safely carry you through this period, one that will enable you to successfully meet every issue and every problem affecting the cooperage industry as they arise, provided the members clearly understand the character of their organization, its aims and purposes, and in the light of such understanding become imbued with the spirit of confidence and with a realization of the effectiveness of co-operative and co-ordinate effort."

"Many of our members have grasped the fundamental idea of Association work, and thereby taking advantage of what it offers have substantially benefited thereby. In order, however, that all members may understand just what this Association means to the industry and to their individual business, this report will place before you a picture of the Association in its relation to the welfare and development of the industry."

The Head, Heart and Limbs of the Cooperage Industry

"The directing force is the Association, which stands at the head of the industry. It registers the various conditions and needs of each branch and the industry as a whole, and shapes its activities accordingly along the lines of service and co-operation. It correlates the best thought in the industry and transforms it into

action. It provides the vehicle which is carrying industry forward."

"The HEART is the spirit animating the industry. The spirit of fair dealing and the standard of business ethics prevailing in the industry exercise an influence on its directing force—the Association—and is reflected in the activities of the Association. It is the HEART of the industry that distinguishes it as being in the foreground, standing for the fundamental principles of business honesty and square dealing, actuated by a spirit of true helpfulness and co-operation, or shows it to be one which is falling behind and doomed to extinction."

"The LIMBS of the industry, which constitute the motive power through which alone progress is possible, are represented by the various branches and groups of the industry. They are the support of the Body and Head, and the strength of that support determines their movement. Each separate limb must be sound in order to lend the greatest possible power to the whole. A weakness in one of the limbs decreases the strength of the support and retards movement. There must be perfect co-ordination in the movement of each limb, all working in unison to carry the Body, namely, the Industry, forward."

"It is plain that a healthy body is dependent upon a clear head, a strong heart and sound limbs. If either one fail in its proper function, the body suffers."

"Let us assume that the HEAD, namely, the Association, failing to register properly the conditions and needs of the industry and to intelligently correlate the best thought in the industry, influenced by a spirit of petty selfishness and quibbling, transmits to the limbs a call for action, and that each limb, namely each group and branch of the industry, misinterpreting that message or ignoring the necessity of co-ordinated action, moves in a different direction. The result is apparent. The Body fails to move forward, instead it moves backward, or fails to move at all, which amounts to the same thing."

"This is a real situation and must be clearly recognized by every element in the cooperage industry, so that it may progress."

"To revert to the HEAD of the industry, namely, the Association, its importance cannot be over-estimated. It is constantly on the alert to detect and properly interpret influences affecting the industry. It is a clearing house for information that will benefit the industry as a whole, each particular branch, and the individual member. It furnishes service, which, as it benefits the individual, strengthens the whole. It is on the lookout for ways and means of furthering the interests of the industry or a particular group; it constitutes the necessary balance wheel to keep the mechanism working smoothly and steadily; it affords the agency through which matters pertaining to the common good may be intelligently handled; it affords a medium for the friendly settlement of misunderstandings and disputes; and it affords protection against adverse measures threatening the welfare of the industry."

"You are more or less familiar with the primary activities of the Association, such as its Traffic Department, its Statistical Service, its Bulletin Service, its Legal Department, membership activities, etc. However, it might be helpful to direct your attention to some of the activities which do not always manifest themselves. You, of course, are aware that we have a Traffic Department which looks after the industry in the matter of rate adjustments, rules, regulations, etc., proposed by the carriers, and that we appear before the Interstate Commerce Commission in such cases in behalf of the cooperage industry."

"However, it is clear that some members do not realize that we are in a position to file claims for overcharges, loss and damage for their account, to quote rates, to interpret tariff regulations, to advise in connection with knotty traffic problems as well as with specific rate adjustments, to assist in securing an equitable distribution of cars, etc."

"As to our Legal Department: You know, of course, that we have an attorney, Mr. George B. Webster, to

represent us at hearings before the Interstate Commerce Commission on cases initiated by us or in which the cooperage industry is directly affected; for instance, the recent Ex Parte No. 74, General Rate Increase. But some members apparently do not know that Mr. Webster is available for consultations and is prepared to render opinions on legal questions submitted to us; for instance, where there is a doubt in the minds of members as to the legal rights under a contract, or as to liability to taxation or other State or Federal exactions."

Arbitration Committees

"Where differences arise as to the proper interpretation of a contract, or similar matter, an agency is provided through our Arbitration Committees, by whom such matters can be adjusted in a spirit of friendliness and fairness, without recourse to the law, or the incurring of any expense in connection therewith. The Arbitration Committees consist of the Vice-President and the two members of the Executive Committee of each respective group. Quite a number of cases of this kind have been submitted to the Arbitration Committees with satisfactory results. It would seem highly desirable from every standpoint that our members avail themselves of this service, which promotes mutual good feeling and avoids misunderstanding and permanent distrust."

Inspection Service

"The results so far secured plainly show that the inauguration of our Inspection Service was the most forward step ever taken by the Association, and we have reason to believe that our members, who have had experience with the operation of the service in the inspection of the mills and have availed themselves of the service to secure an official inspection at delivery points in cases of complaints or rejections, have learned to appreciate its true value. Under existing conditions, our Inspection Service is of particular value to the industry."

"It should be borne in mind that this service has a two-fold purpose: There is probably no question in the minds of any of our members as to the advantage to all elements of the industry of being able to secure a fair and impartial inspection of material complained of or rejected at destination. It fills a long felt need in the industry, and there are many benefits arising from the operation of this service which do not always manifest themselves directly. It supplies a certain stability to the industry and affords protection to all parties at interest, stimulates greater care on the part of the manufacturers, who have everything to lose and nothing to gain by shipping inferior material, and discourages unjust and unwarranted complaints on the part of buyers."

"Important as this part of the service is, the Inspection Service is of even greater importance, because it has for its prime purpose better material, which means better cooperage and the continued use of the barrel as a container. It is recognized that inferior material has adversely affected the prestige of the barrel as the 'king' of all containers. It is also recognized that the fundamental requirement for the real development of the cooperage industry is—Better Cooperage. It will, therefore, be seen that a service which makes for better material is bound to have a beneficial effect upon the industry."

"We are making every effort to perfect this service and make it as efficient as possible. In order that mill owners may be fully advised of the inspection of their mills, we will hereafter arrange to provide them with inspection reports, which will show conditions as found by the inspector. In this connection it is confidently anticipated that the inevitable result of our Mill Inspection Service will be the material lessening of the necessity for re-inspection at delivery points. Since the inauguration of this service as an Association activity, our inspectors have made 169 mill inspections and 89 cars have been inspected at delivery points on account of complaint or rejection."

THE ELECTION IS OVER

And this important factor as it affects general conditions is no longer a matter of uncertainty. Many wagers on the outcome were won and lost, but the best bet is that better business will prevail now than existed for several months previously.

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Trade Mark

"It should be wholly unnecessary to direct attention to the value of the Trade Mark, which is now available to manufacturers of both tight and slack cooperage stock. A Trade Mark stands for Quality, and is a distinct asset to any one licensed to show it on their material or to so represent their material. Buyers will readily appreciate the fact that Trade Marked material conforms with our Grade Rules and Specifications.

"Indicative of the value which manufacturers place on the license to use the Trade Mark is the fact that we have yet to receive a request for the inspection at delivery point of a car of Trade Marked material, although 44 slack cooperage stock mills have been licensed.

"It should be understood that licensed manufacturers are not required to show the Trade Mark on, or in connection with all of their production, but are privileged to do so where the material is entitled to that stamp of 'quality'.

Trade Opportunities

"An increasing number of trade opportunities are coming to our attention through direct inquiries. This plainly indicates that the Association is becoming known, and in some instances, at least, we are confident that the listing of these inquiries has resulted in new business for the industry. Acknowledgments received by us from parties inquiring for cooperage or cooperage stock plainly indicate that this is the case; in fact the Association has been commended for the efficiency with which buyers are put in touch with those in a position to supply their requirements.

Trade Extension

"In the way of Trade Extension work, we have been in touch with organizations such as the International Apple Shippers' Association, with the result that they have been intelligently informed regarding the cooperage situation. It is pleasing to note that journals, such as the American Fruit Grower, have carried editorials advising their readers of the true situation. The value of establishing a point of contact of this kind is hard to estimate. Your Secretary has been accorded the privilege in the last three years of addressing the International Apple Shippers' Association Annual Conventions, and the spirit in which his remarks have been received plainly indicate a growing realization of the community of interest existing between the two industries.

"As you are aware, we are consulted from time to time by the Bureau of Explosives, American Railway Association, as well as Container Committee D-10 of the American Society for Testing Materials, and an intelligent co-operation along the lines of standards and better cooperage inevitably advances the interests of our industry. For instance, we have recently been asked to nominate two additional members of our Association for membership on a sub-committee of Committee D-10, to be known as the Barrel Committee, thus securing definite recognition by the American Society for Testing Materials of the barrel as a distinctive container.

"Your Secretary was privileged to attend the Decennial celebration of the Forest Products Laboratory, Madison, Wisconsin, July 22d and 23d. A visit to the laboratory cannot help but make one an enthusiastic supporter of the good work being done there. It is deserving of unqualified support by the entire wood-working industry, and the weight of our influence should be thrown toward securing an ample federal appropriation to permit of the fullest possible development of that work.

Membership

"We are pleased to be able to announce a further increase in our membership since the last meeting. A total of 46 new members were secured. However, during that period 18 resignations were received, which in itself is not surprising in view of the fact that they, without exception, represent concerns that have either discontinued business or have been absorbed by other members. Our net gain has therefore been 28, making the membership to date 534.

"It is gratifying, indeed, to note the growing realization on the part of members that the Association is an important adjunct to their business organization, as evidenced by the many and differing matters submitted, and the injuries addressed to us.

"The strength of an Association is largely measured by its influence in shaping the standard of business ethics prevailing in an industry. Therefore, it is fitting to take note of the pressure exerted by our Rules Governing Sales and Settlements in the business relations among our members, as well as with the trade. It is clearly apparent to us that the moral force of our code of ethics, supplemented by the resolution adopted by the Executive Committee January 22, 1920, is being more and more recognized and felt.

"Members should clearly realize the relation between the activities of the Association and the welfare of the industry and between the various groups of the industry. For instance, the conditions surrounding the manufacture of cooperage stock as to quality, production, etc., turn react on the second-hand barrel market and the manner in which that end of the industry is handled affects the manufacture of new cooperage, and in turn is reflected in conditions with which the manufacturer of cooperage stock has to contend. So that each branch of the industry is dependent upon the other to a greater or less extent, and certain it is that the greatest development of effect among all branches of the industry. True co-operation is attained through confidence—confidence is made possible by knowing the other fellow.

It will be noted the operation of the inspection bureau, newest addition of the association in its service to members, is covered most carefully in Secretary Kraft's



WILLIAM E. COOPER, PHILADELPHIA, ELECTED NATIONAL CHAIRMAN OF THE NEWLY-ORGANIZED SECOND-HAND BARREL GROUP

report. The bureau is under the direction of Frank Emessy, with a staff of inspectors under him, operating from the St. Louis national headquarters.

Numerous questions regarding the application of the service to both shippers and consignees were answered by both Secretary Kraft and George B. Webster, general counsel for the Association.

Cars to be Inspected Must Not be Disturbed

Of particular interest in this connection was the assurance that after a consignee has started to work a car, inspection cannot be made. The newest rule in this connection is that the shipper must notify the consignee that in inspection has been asked, so that the car will not be handled. This new rule has the approval of the members as a body.

Legal Service Department Doing Good Work

Attorney Webster brought out important points of the operation of the Legal Service Department, among the most significant being that personal advice to members by this bureau often has saved that member many times the cost of dues in the Association.

"There is much we do that you do not see, collectively," said Mr. Webster. "One member asks us whether he is liable to certain charges under the State income tax law. He saves money by our advice. Another informs us a short-line railroad, upon which his plant is located, threatens to go out of business, depriving him of transportation of his material. We show him that the railroad cannot suspend service, according to a ruling of the Interstate Commerce Commission. If these and other members had consulted private counsel the cost would have been equal to or more than the entire dues to the Association.

Trade Problems Rest Upon Business Men as Individuals, Says Attorney Webster

"This department can aid you among yourselves. These are the days and time when you need this service. Changes in government at Washington require more of your attention and co-operation as business men. The war is over, but its effects, particularly in the burden of taxation, will be felt for a long time. Deflation and readjustment are bound to come after the period of inflation. The country's dealings with these problems rest largely upon you as individuals. The big man of experience is welcomed by the national legislators, because they realize that as business men you have the ability to advise on raising the revenue the Government needs without injuring business."

New Members

Walker L. Wellford, Memphis, Tenn., chairman of the Membership Committee, then gave his report, which report showed 47 new members enrolled since last meeting, with 18 old members retired. The new members enrolled at the Cleveland meeting were:

Alfrey Heading Company, Little Rock, Ark.
H. W. Biggs Stave Company, Womble, Ark.
Black Springs Lumber Company, Womble, Ark.
Burkhartsmeier Bros. Co., Chicago, Ill.
Cargill, Ltd., Cargill, Ont., Canada.
Flynn, Harris, Bullard Company, Jacksonville, Fla.
P. Hoban, Cincinnati, Ohio.
M. H. Hopple, Tiffin, Ohio.
State Barrel Company, Cleveland, Ohio.
S. Klausner & Sons, Cleveland, Ohio.
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa.
I. Sacheroff, Cleveland, Ohio.
J. H. Stull, Paragon, Ark.
A. Tucker, Cleveland, Ohio.
James Webster & Bro., Ltd., Liverpool, England.
A. M. Welti & Bro., Cleveland, Ohio.
A. E. Yasnowsky, Cleveland, Ohio.

C. L. Harrison Suggests Expensive Banquets Be Paid For

Following Treasurer Defebaugh's report, which report showed some heavy running of Convention expenses, C. L. Harrison, Cape Girardeau, Mo., suggested and made a motion that a registration fee of \$10.00 for each and every man be made effective covering all future conventions, covering his suggestion and leading up to his resolution by the following remarks:

"We have spent a lot of money, all in good channels. However, I think we have been extravagant in some lines. Last night I looked over the big banquet room in which 400 men were enjoying an expensive banquet at the expense of the Association. I saw scattered around through them, and say this without any disrespect, freight agents for railroads, and many other outsiders that had no more right to eat a meal on the Association than I have to go down here and enjoy a meal at the expense of one of the downtown merchants. These banquets cost a lot of money, and I do not believe there is a man in this room who would not want to pay his way; we don't have to pay \$40.00 to come to a convention just to enjoy a free meal. I think we ought to make the registration of our membership carry some value with it."

Walker L. Wellford seconded Mr. Harrison's motion, saying that he thought that if the convention was worth anything it was certainly worth \$10.00, and he doubted if there were a dozen men in the industry who would vote to disband the Association or stop the work it was doing for the sake of \$10.00. Mr. H. P. Krallman, St. Louis, Mo., calling for a unanimous vote on the motion, said that he was a member of various associations, but knew of none that did not ask their members to pay a registration fee of some kind. The registration fee motion was carried unanimously.

Amendments to Constitution and By-Laws

The next order of business before the Convention related to amendments of the constitution and by-laws, and also the rules governing sales and settlements, as follows:

First.—Amendment to Article X (following first paragraph), as follows: "The Vice-President of each Group shall preside at the respective Group Meetings, and in his absence a member of the Executive Committee according to seniority; in the absence of both the members, the group shall elect a chairman to preside at the meeting."

Adopted on motion of Walker L. Wellford.

Second.—Article XII. Any member of The Associated Cooperage Industries of America, who shall violate the constitution, by-laws, rules or regulations of the Association, may be suspended or expelled by a majority of the votes cast by the Executive Committee of those present at any meeting of the Executive Committee.

Adopted on motion of Mr. Wellford, duly seconded.

Third.—An amendment to the rules governing sales and settlements, Article VII-A.

"Arbitration Committees of the Tight and Slack Group shall consist of the Vice-President and two members of the Executive Committee representing each respective group."

"Disputes involving interpretation of a contract or the determination of the respective rights of parties at interest in connection with a contract or transaction may, with the assent of both (all) parties, be submitted through the Secretary to arbitration before the Arbitration Committee, and the decision and award of the committee shall be binding upon both (all) parties to the dispute."

"Members of the Arbitration Committee interested in a dispute referred to that committee for arbitration are ineligible to serve, and the President shall make an appointment from the same group to fill the temporary vacancy."

"In case any member of the Arbitration Committee, as above constituted, is unable to serve on the arbitration of a case submitted to that committee, the President may appoint a substitute from the same group."

Upon motion of Mr. Wellford, duly seconded, this amendment was unanimously adopted.

Value of the Traffic Department of the Association was set forth in the report of C. G. Hirt, head of the Traffic Service Division. Pertinent instances of how members have benefited in this particular were outlined by Mr. Hirt. He said in part:

Report of Traffic Department

"One of the important functions of an association is to protect and aid its members in traffic matters. During the past six months your Traffic Department has handled a number of important traffic matters of general and specific interest to the cooperage industry, among which are the following:

Western Trunk Line Docket No. 6

"Western Trunk Line Docket No. 6 involved a proposed increase in rates on cooperage slack and tight in western trunk line territory. We appeared in behalf of the cooperage interests and strongly opposed an increase in the ratings and as a result the carriers decided that it would be inadvisable to make any change for the time being in the classification ratings on slack and tight cooperage in that territory."

Consolidated Classification Committee Docket No. 3

"This docket involved the application of shippers of lime in southern classification territory for a rating on lime in rope stock paper bags, less carloads. We appeared before the Consolidated Classification Committee at the hearing held at Chicago, Ill., May 26th, with the view of protecting the interest of lime barrels. Are pleased to announce that the ultimate disposition of this case was wholly in our favor."

Payment of Freight Charges, Ex Parte 73

"As a result of the hearing held by the Interstate Commerce Commission in Washington, D. C., on April 26th, in connection with the establishment of Rules and Regulations governing the payment of freight charges in accordance with Section 405 of the New Transportation Act, at which the Association was represented by its attorney, an order was issued by the commission June 4th, authorizing the carriers under provisions set forth to extend credit for a period of 90 hours, effective July 1, 1920.

I. & S. Docket No. 1,192

The C. & E. I. R. R. announced the discontinuance of their service between Chaffee and Thebes, which would have had the effect of cancelling all rates via that gateway. After hearing of this case in St. Louis, August 10th, counsel for the Frisco and C. & E. I. indicated their willingness to continue the service, and in consequence it was announced by the examiner that he would recommend the permanent suspension of the tariffs cancelling the rates applicable via Thebes in connection with the C. & E. I. R. R., and which were suspended by the commission at the request of many shippers, including our Association. The Interstate Commerce Commission recently rendered a decision, definitely ordering the cancellation of the suspended schedules.

I. C. C. Docket No. 11,818

"The so-called penalty charge of \$10.00 on shipments held for reconsignment beyond 48 hours free time was originally intended to apply on lumber only, but this application was extended to all forest products taking lumber rates. In view of the dissimilarity of conditions surrounding the reconsignment of cooperage stock compared with lumber, we have been negotiating with the American Railroad Association with a view of securing the cancellation of that charge so far as cooperage material is concerned. The carriers, however, have arbitrarily taken the position that to make an exception of any forest products taking lumber rate, would result in an undue discrimination. We have accordingly filed an intervening petition with the Interstate Commerce Commission in the formal complaint filed by the American Wholesale Lumber Association in I. C. C. Docket 11,818.

Miscellaneous Dockets

"A number of dockets involving ratings and rates on cooperage and cooperage material in different sections have engaged our attention, and in a number of instances we have informally handled the matter with interested tariff or rate committees; for instance, Southwestern Freight Bureau Docket No. 173, involving rates on second-hand barrels and tierces, and Southwestern Freight Bureau No. 829, involving a proposed adjustment of freight rates on cooperage stock between southeast Missouri and northeast Arkansas points to southwest Missouri points.

General Rate Increase Ex Parte 74

"The issues in this case were of such far-reaching importance that the hearings were closely attended by your attorney and secretary. Unfortunately, lumber and forest products interests were again unable to agree upon a policy with reference to the manner in which an increase was to be effected. There was no disposition on our part, nor on the part of shipping interests generally, to oppose an increase; nor the extent of any increase that the commission might find to be properly due the carriers under the specific provisions of the Transportation Act, which placed an obligation upon the commission to grant an adequate scale of rates. However, our members were keenly interested in the method adopted for applying the increase, and it was our contention that in order to maintain existing relationships, and thereby cause the least possible disturbance to competitive conditions a flat increase of a specific number of cents per hundred pounds should be made, or, if a percentage increase be decided upon, then a maximum should be fixed. A number of differences developed in the views of various lumber and forest products interests, and the Interstate Commerce Commission finally allowed a percentage increase without a maximum.

"It is anticipated that the disturbance in relationships and long established adjustments resulting thereby from the application of the percentage increase, will result in much litigation before the commission, as past experience does not justify the hope that any satisfactory readjustments will voluntarily be made by the carriers. "In addition to protecting the industry in matters of this kind, your Traffic Department has rendered valuable aid to its members in connection with their traffic problems. For instance, the general increase in freight rates authorized by the Interstate Commerce Commission in Ex Parte 74, has caused considerable uncertainty in the minds of many shippers as to the proper method of applying the percentage increase to the rates in effect prior to August 26, 1920. This is not to be wondered at, because it is apparent that the carriers are not uniformly interpreting the order of the commission in the quotation of rates, although the Traffic Division of the Interstate Commerce Commission has, however, made a number of rulings for the guidance of carriers and shippers in properly applying the increase to rates in effect prior to August 26, 1920.

"Since that date we have received many inquiries regarding rates; in fact, are continually being called upon to quote rates, etc. We are prepared to render this service as well as to advise our members in the matter of rate adjustments, also as to the interpretation of Rules and Regulations Governing Traffic and Transportation. As you are no doubt aware, we are also prepared to file claims for overcharges and loss and damage. In this connection we are glad to have our members submit to us their knotty traffic problems as they arise from time to time. One of the most important services which we render has to do with the matter of equip-

ment needed by our members, and we are at all times ready and willing to lead all possible assistance towards securing an equitable disposition of available equipment. During periods of extreme car shortage, it is to the interest of the individual shipper to urgently press his claims for equitable supply of cars and, in this respect, we have been of considerable assistance to many of our members who have called on us for help. Cases of undue discrimination against our members in the matter of supplying cars, will, when brought to our attention, be promptly handled with interested carriers, or with whatever authorities we find necessary to secure relief. In conclusion we desire to impress upon our members the benefits to be derived from the facilities offered by the Traffic Department, and they should, therefore, consider this a part of their business organization and refrain from any hesitancy in calling upon us at any time that we can be of assistance in the solution of their traffic problems and difficulties."

Committee Draft Endorsement Resolution on "Open Shop" Plan

Following the reading by President Meyer of a letter from Stephen C. Mason, President of the National Association of Manufacturers, Pittsburgh, Pa., asking for support of the principles of the open shop plan, and after appointing a committee to act in the matter, the following resolution by the committee appointed, Messrs. C. L. Harrison, W. K. Knox and H. P. Krallman, was drafted:

Resolved. That in accordance with the American spirit of liberty, and in the belief that the welfare of the nation's business and industry will be best conserved thereby, The Associated Cooperage Industries of America, in convention, hereby endorses and approves the open shop and urges upon its members the full observance of the same.

Cars Upon Which Inspection Has Been Asked Must Not Be Unloaded

Referring to Article VII of the Association's rules covering sales and settlements, President Meyer said that it was discovered that this article did not fully answer, especially in a case where a shipper ships a car to a consignee, the consignee makes a report to the shipper and the shipper asks for an inspection and meanwhile the consignee has begun to work the car. President Meyer said that Association inspectors did not inspect any cars that had been touched, and therefore to avoid needless trips for inspectors and to make all clear sailing, the following amendment was proposed. Secretary Kraft reading the same:

"Upon request by shipper for inspection, he shall immediately notify the buyer that an Association inspection has been requested."

"This amendment, according to President Meyer, would put the buyer upon notice not to unload the car. It is understood that being a part of the rules in case the shipper fails to notify the buyer and the buyer in the meantime, through a misunderstanding or lack of proper understanding, unloads the material and it is not available for inspection, the buyer is guilty of a breach of the rule and is liable for the expense of sending the inspector on a wild goose chase."

Replying to a query from J. A. Rydeen as to what the result would be if a buyer had used the stock and then demanded an inspection, Secretary Kraft said, "First, the Association will not make an inspection for less than a full carload, and, secondly, the using of the material amounts to an acceptance of the stock and the buyer is liable for the full invoice." In handling a question compounded by C. M. Van Aken, New York, relative to different State laws covering sales, Attorney Webster said that if a car of staves was bought in Arkansas, the Arkansas law would govern the contract, and if in New York the New York law would govern. Mr. Webster further said that as a general proposition of law if the buyer accepts the goods without complaint within a reasonable time, then it is a settlement of the whole matter. It is quite proper, Mr. Webster asserted, for any association to make its own specific laws which supercede the general law, and if any one joined an association the rules of which required him to submit his case to the Association first, the door of the law is closed against him until he is through, since the Association laws take precedent over the general law. Mr. Webster also explained that "in contracts between members and non-members, if such contracts were made subject to the rules of the Association, those rules would apply. Otherwise trade customs would decide the case."

Upon motion by H. P. Krallman, seconded by W. K. Knox, of New York, the proposed amendment was adopted and the meeting adjourned for lunch.

AFTERNOON SESSION

The most important matter before the convention, namely, readjustment, was scheduled for the Wednesday afternoon session, and in opening this session and touching upon the leading subject, President Meyer said "The foundation of the readjustment period is costs." President Meyer directed the special attention of all present to the pamphlet just issued by the Fabricated Production Department of the Chamber of Commerce of the United States, entitled, "What a cost system should do for you," and then called upon A. B. Struthers, of the Struthers-Ziegler Cooperage Company, Detroit, Mich., for a paper on readjustment. As an introductory to delivering his paper, Mr. Struthers said that his thoughts had been confined to the things he had noted in the slack cooperage stock branch of the trade. Mr. Struthers' paper, which follows, was a most excellent one in every particular, and was so considered by all.

Readjustment and the Cooperage Industry

"The only purpose of this paper is to follow the suggestion of the Secretary that a brief paper be written to open the subject for discussion. It could not be and is not exhaustive, but the subject should be well discussed. In writing this, of course, the writer's thoughts have been confined to the things he has noted in the slack cooperage department."

"In 'The Americas,' a paper published by the National City Bank of New York, we have been recently assured that the post-war crisis has passed and no panic in sight. We are told that '95 per cent. of the dire predictions of calamity made during the war, at its close and as recently as five months ago, have failed of realization, and that every day that passes makes the likelihood of such predictions being realized more remote."

"Nothing is more necessary," we are told, "in reviewing the present course of world affairs than to realize thoroughly that never for an instant have economic laws ceased to operate during the past six years, in spite of surface indications to the contrary, and that not one measure designed to alter by legislation the workings of these inexorable laws has succeeded."

"We are assured that 'there is nothing new about the condition in which the world found itself' in the immediate wake of the war. Every great conflict has produced a situation paralleling the present in a greater or less degree." To quote somewhat at length from the authority referred to: "It is easy to trace the rise of the unrest which, there seems to be good reason to believe, has already passed its peak. First of all, a prosperity based on the life and death situation confronting the allied powers of Europe, compelling the buying of goods from the United States without thought of price. Second, the entrance of the United States into the conflict was followed by the adoption of governmental policies in providing war needs that threw out of alignment the ordinary processes of business to such an extent that a concurrent upward price movement and currency inflation became inevitable. The cost plus system of letting Government contracts, and the use of the Federal Reserve banks for the issuance of loans against governmental obligations, rather than against actual commodities, are perhaps the two leading of the many factors that inflated our currency and deflated our production."

"With the handicap imposed by these and other war measures, such as an unwise system of taxation, the industries of America faced the additional problem of transportation system that was just about ready to break down, due to more than a decade of demagogic agitation against railroad companies."

"We each know how Americans met the war emergency and surmounted every handicap, regardless of the cost in dollars."

Reconstruction Period Swept Prices Upward

"In the speaker's opinion, there is no industry to whose members it is more important that it be recalled to their attention than to the cooperage industry, that immediately after the armistice—and for eighteen months following, the cry of the world and demand upon industry had been for reconstruction. Not readjustment, 'Reconstruction'—that is, the turning over of industries from producing war necessities to the replenishing of the depleted stores of necessities of peace."

"It may be well for us, in this discussion, to consider the fact that throughout the war the cooperage industry was favored with every governmental preference, together with most advantageous conditions in the production districts, all of which affected the production of barrel material in enormous quantities."

"The watchword of America up to November, 1918, was 'prepare for at least two more years of war.' It was considered provident and essential to the country's needs that consumers of cooperage material, who were producing war necessities, take into their storehouses all of the available material in anticipation of the breaking down of transportation."

"When the war was unexpectedly terminated, there was found to be a superabundance of material in the storage of consumers, which had been bought at what then seemed to be very high prices."

"Owing to the characteristic failure of the cooperage industry to withstand the shock of a sudden shortage of demand, and to stabilize the price on the basis of cost, prices declined precipitously to a point below the cost of production, much to the chagrin and loss of both consumer and producer."

"Meantime, the demand and production of the reconstruction period progressed, and the cooperage industry soon joined in the orgy of high prices and big profits which characterized the entire business of the country. Prices of all commodities soared to heights unknown during the war."

"Reconstruction demanded production at any cost, until it was evident to every department of every industry that the safe limit of inflation had been passed. That the peak had been reached was made clear when the Reserve banks revealed that it was necessary to protect their reserves through the restriction of credits, and the process of deflation was seen to be in operation. The days of readjustment had come."

Economic Laws Affect All Industries Alike

"From the peak of inflated commodity values—the result of inflated circulation of money and credits—all industries have been brought to a sense of the complexity of their relation to the other and to all, and their interdependence. A pause has come, while the vision of all has been directed toward the plane below, which is in the dim distance but assuredly nearer the valley. As we go drifting down the mountain slope, the contemplation of all is upon the uncertainty of how far and how precipitous the descent until the first broad and level plateau shall be attained, where there will be found safe footing, conducive to a steadier tread and more orderly progress of business."

"We have been reminded that the economic laws never cease to operate, and it is well for the cooperage industry to correct the erroneous impression, more or less common, that to some extent the economic laws do not affect their industry. There are no exceptions. Law affecting the affairs of man is defined as a controlling regulation, and to all it is a 'rule of conduct.'"

"The guiding star for the cooperage industry, as well as all others in this critical period of readjustment, is the whole body of laws affecting relative values. We know the effect of demand upon supply; we have seen the effect of inflated circulation upon the prices of commodities, and we are now seeing the reverse effect of deflation of circulation upon demand, and consequently, the downward trend of prices and the increased purchasing power of the dollar."

Seller and Buyer Must Co-operate in These Days of Changing Values

"Readjustment, to the cooperage industry, means the intelligent and orderly readjustment of both producer and consumer to the changing values which are the inevitable result of the controlling regulation of economic laws, and these laws should be the rule of conduct for the trade, individually and collectively. It should be attended with full understanding and co-operation between the seller and the buyer. The spirit of give and take, of sharing each other's burdens, should prevail."

"We have no reason to believe that readjustment will be completed all in one movement. The laws governing do not necessarily all operate simultaneously to the same end. Deflation of circulation cannot be effected except by stages; the decline of prices of materials and labor follow reluctantly; costs and supply may be affected by local causes to partly counteract the effect of restricted demand. However, it may not be expected that the inevitable change could come without great sacrifice of profits and inventory values by each the buyer and seller of any commodity."

The Trend Is Downward

"In conclusion, let us return to the figure of the mountain, up to whose very peak we have ascended. We all came up together with decorum and in good order, none objecting to the operation of the economic law affecting his own business, for it was gloriously profitable, but there is not room at the peak for any to stop and take up into himself further treasures. The law under which industry lives commands—pass on and down on the other side. That is the way of progress. It will avail us nothing to contest for an untenable position near the peak. The trend is downward."

"We know nothing about the topography of the other side, but we believe there are a number of steep slopes of level land which break the slope where industry may be refreshed and abide for considerable time in healthy, normal activities. But we must accept the law as our rule of action, and all, intelligently and agreeably, keep step in the orderly march. Our march is toward the promised land where is fertile soil, refreshing wells and bounteous fruits, where foundations of credit and industry are safely laid."

"American industry does not fear the truth. We will find it and build on that foundation."

Immediately upon the conclusion of the reading of Mr. Struthers' paper, President Meyer expressed his gratification and suggested that Mr. Struthers be given a rising vote of thanks.

Tight Branch of Cooperage Industry Not in Nearly as Bad Condition as Many Other Industries, Says W. K. Knox

Urging that "Caution" be the keynote of future trade, W. K. Knox said:

"I do not think the cooperage industry, so far as the tight barrel trade is concerned, is in nearly as bad condition as many other industries under the conditions that prevail today. We are facing a condition today that we have been anticipating, even during the war, and particularly since the war ended. It seems to me it is a pretty good time to flash the green signal and practice extreme caution."

"In the course of the next six or eight months it will be very advisable for the groups in this Association to hold monthly or bi-monthly sessions so that the members of each group may be kept informed of conditions prevailing in the industry. I think it is very important that every one in the trade endeavor to keep in close touch with the demand and supply during the next few months. The question of demand enters largely into the situation. It seems to be the general attitude adopted by manufacturers throughout the country. We are practising it ourselves, because we feel we do not know what is going to happen and we do not intend to go very far until we determine some policy."

"As I remember, in 1907, when the panic struck this country, it was fully six months before the cooperage trade was seriously hurt, and if the trade had adopted at that time the precautions now suggested, we might not have been hurt very much."

"The prospect of demand is entirely in the air. General exports are suffering and are going to suffer. That will affect the barrel trade in Europe and the barrel trade in this country because of its effect upon the packing-house trade, etc."

"It has been said that the iron and steel trade is the backbone of all business. I believe we can say that the lubricating oil business is a still better barometer, because business cannot move without machinery and machinery cannot move without lubricants."

Timber, the Big Item in Manufacture of Staves and Heading, Is Up, and Will Stay Up, Says Henry Wrape

Taking part in the discussion, Henry Wrape, St. Louis, Mo., said:

"Of course we all know that reaction has now taken place, the natural result of all commodities being advanced to the peak, and in this reaction, of course, a dull season is natural, and will continue until commodities reach their normal position. I want to say, however, that I do not think there is going to be any decline in timber. The price of timber is up and will stay up, and that is the big item in staves and heading. The next item is labor. I do not think there is going to be

much reduction in labor. The next big item is supplies. They, of course, will show some decline, but that is a small item. I want to tell you gentlemen, you do not want to get your figures too low."

The Law of Supply and Demand Will Rule, Says President Meyer

"Gentlemen, I think it all comes back to the old condition of supply and demand. If you do not run a cost system, when do you know when you have reached the bottom? If you sell your material below cost, there can be only one result. Keep in close touch with your fellow members of the Association. Attend the group meetings; attend the regular meetings. Do not be like the party mentioned in my paper that accused the Association of being run by a few men who had ring-side seats. Those seats are open to all."

"I would like to see each and every one of you pay the strictest attention to the matter of costs. If you want to start a cost system the Association will be glad to help you."

There being no further expression of desire on the part of any other member present to further the discussion under way, President Meyer declared the convention adjourned.

SLACK STOCK GROUP

O. T. Steudle, St. Louis, Mo., presided at the session of the slack stock group, which was called to order Tuesday morning, November 9th.

Advertising and its effects, so far as increasing and extending the use of the wooden barrel was concerned, was the subject most under discussion by the slack men, Murray Springer, of Chicago, addressing the meeting and telling of the work already done in the advertising campaign. In part, Mr. Springer said:

"If the campaign were properly supported and followed out, the cooperage people would find a 'more insistent demand for packages you are not now making,' the keynote of the whole advertising proposition being that the barrel protects the purity of the food. The barrel is an important factor in the distribution of foods to the farm districts, and the people who have money today are the farmers. We have not begun to tap that field yet. The farm field presents a grand opportunity for cooperage. There is enough business there to keep the cooperage industries going for a very long, long time. As the campaign develops and shows strength, it will be concentrated in those fields where we see there is a chance to get results. There has not been enough money to do more than one-quarter of what we should be doing."

According to C. L. Harrison, one of the principal objects of the advertising campaign was to rehabilitate the barrel in the eyes of the public.

There was considerable discussion relative to the future of the barrel trade, Mr. Schapperkotter, of the Schapperkotter Cooperage Company, St. Louis, expressing the opinion that "if we can make a material reduction in the price of barrels, I believe the trade would come back."

Secretary Kraft next brought up the question of publishing a list of the mills licensed to use the trade-mark, and asked if there were any objection to furnishing consumers such a list provided they wanted it. E. P. Voll made the motion that Secretary Kraft supply them, which motion was duly seconded and carried.

At this point a report from the Inspection Department relative to the proper drying of staves in order to prevent mildew was read by Secretary Kraft, and was as follows:

Piling Staves for Drying

"Our inspectors have directed attention to the lack of uniformity in the construction of stave sheds, and the manner of piling staves for drying. In many instances they find staves piled without any regard to the necessity of securing adequate ventilation, and while it is, of course, understood that the presence of mildew and mold is largely due to atmospheric conditions, experience has shown that proper ventilation will, to a large degree, minimize this 'bugbear' of slack stave manufacturers."

"In the first place it is obviously necessary that stave sheds be properly constructed. It is suggested that sheds be built as near north-and-south as possible in order to secure the benefit of a maximum amount of sunshine; also that the sheds not exceed sixteen feet in width. The piling of staves flush to the ground, or with but little space between the ground and the floor, or lower tier, results in insufficient ventilation at the bottom of the piles; unless the moisture from the ground can be carried away by a circulation of air it will aggravate the mildew and mold. It is therefore recommended that staves should be piled at least 20 inches from the ground, and accordingly posts should be placed in the ground just high enough to permit the truck's axles to pass, then timbers can be laid on top of the posts—not spiked, however, but so that they can be shoved aside and not hinder the movement of the trucks—or else cull blocks can be used in lieu of posts, letting pilers and boosters move these as needed. It is, of course, desirable to have the sheds constructed on as high ground as possible."

"Another important feature of the construction of sheds that is apparently overlooked is provision for adequate ventilation through the roof or top of shed. This could easily be provided for by a cupola or vent. The rafters could go to the peak and 2 x 4 upright pieces on every rafter to hold up the top."

"It is found that staves are often piled too closely. It is suggested that, particularly during the moldy season, staves should be stacked not closer than 20 inches to 2 feet. It is found that in many instances staves are stacked from 9 to 15 inches apart. Furthermore, for all practical purposes it is suggested that the wide staves be in the center of the pile; this will prevent their flattening out."

"During the spring of the year timber naturally contains a maximum amount of sap and it would therefore seem advisable that during the moldy season the staves be thoroughly steamed in order that as much sap as possible be driven out in the steaming process. As a matter of fact properly steamed timber is at all times essential for the manufacture of good staves."

"As stated, it is not to be understood that these suggestions will entirely prevent the accumulation of mildew and mold, and it is recognized that the construction of sheds and piling of staves in accordance with the above suggestions would be more expensive than the method generally followed. However, when it is considered that during the moldy season probably at least 25 per cent. of staves are disqualified from being graded as high-grade staves solely on account of the mildew and mold, the ultimate economy in using every precaution to minimize the mildew and mold will be clearly seen."

Mr. Steudle brought up the subject of number of staves to constitute a carload, with the remark that it had been suggested that the number be increased from 60,000 to 75,000. After some discussion, the matter was referred to the Grading and Rules Committee.

Inspection Service Working to the Limit, Says Secretary Kraft

"I want to say that our inspection service has been working to the limit to take care of the inspections requested within the last thirty or sixty days. We are trying to make it as efficient as possible. I was only going to ask if there were any questions regarding the operation of the service, and if so I will be glad to explain them as best I can. Many of you have used it. I have in mind now the inspection at delivery points in cases of complaints or rejections. You are all familiar with the mill inspection end of it. In the first place it is presumed that every manufacturer wants to produce the right kind of material; secondly, that he has the right kind of a foreman or superintendent who knows how."

"The purpose of our inspection service is not to act as the superintendent of a mill, but it is to show defects, to help the mills turn out the right kind of stock, to show the different operators, the joiners, cutters, etc., the proper methods of manufacturing. Then it is up to the superintendent or foreman to see that the recommendations are carried out."

Moral Effect of Stamped Stock Is Good, Says B. E. Jacobs

B. E. Jacobs, of the K. W. Jacobs Cooperage Company, Milwaukee, Wis., said:

"We have had stock that has been stamped that has been good. We have had stock that has been stamped and it was not what it should be. I do not see that that is the fault of the inspection bureau. It is the fault of the man who has been given the license and doesn't live up to it. When we take a carload of staves into our shop and our men see the stamp on it, they have a reasonable assumption that we are trying to buy good stock, and the moral effect of the stamped goods is enough that if there are a few bad staves, they will say the stock is supposed to be good and they will not criticize so hard. I think the inspection service is the only solution. We have got to have stock that is good."

E. P. Voll Makes Suggestion Towards Right Use of Trade-Mark Stamp

Mr. E. P. Voll, of the Bolz Cooperage Corporation, St. Louis, expressed the belief that the majority of the mills who use the trade-mark stamps want to do the right thing, and predicted that if all would work together that everything would soon be all right. To this end, Mr. Voll said that the Inspection Bureau would help. Mr. Voll closed his remarks with the suggestion that every cooper and every consumer who received a stamped car that was not right take the matter up immediately with Secretary Kraft.

With the discussion ended, the business of the slack group was brought to a finish and the meeting adjourned.

TIGHT COOPERS' GROUP

Value of the new Inspection Department of the Association, was the keynote to the meeting of the Tight Coopers' Group. The coopers' meeting was presided over by C. C. Berry, of the Cleveland Cooperage Company, Cleveland, Ohio. Review of conditions in the tight cooperage industry as have developed in the last few weeks, and as seen from Cleveland, the center of a vast consuming territory, was offered by Mr. Berry in his opening remarks. Emphasis was laid upon the declines in the market, and the greater difficulty that confronts the tight cooperage manufacturer in satisfying his customers. Solution of this part of the manufacturer's problem, in the opinion of Mr. Berry, is seen in taking advantage of the inspection service of the Association, to be assured that staves and headings coming into the plant are of merchantable grade. Careful inspection as to quality of materials will make for a better package, and a consequent reduction in chance for complaint from the customer, Mr. Berry asserted.

Wooden Barrel Manufacturers Take Note of Decline in Steel Drum Market

Many members of the coopers' group pointed out significant phases that show a change in conditions even in the last month, conspicuous among them being a return to better shipping conditions, as against the uncertainties of war times, when the latter made it necessary to accept sometimes worthless materials. Empha-

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sis was laid by several members upon the decline in the steel drum market, which offers added competition that the tight wooden barrel manufacturer must reckon with.

Inspection System Rapidly Growing in Efficiency

Detailed review of what the Inspection Service Department has been doing and proposes to do, was offered to the members by Secretary V. W. Kraft.

"The inspection system is the most vital forward step this Association has taken," said Secretary Kraft. "In the few months it has been in operation it has performed remarkable work for the industry, though we admit it still is far from perfect. But we are getting toward the stage of perfection. Its operation has developed interesting features. This both at mills and plants. The main object of inspection is to increase quality. It also aids in adjustments. Material manufacturers will realize that inferiority in their product will be checked by inspection. On the other hand, inspection protects the material manufacturers against unfair complaints at the other end.

"Since September 1st 70 cars of tight and slack material have been inspected by our department, and since May, when the service was inaugurated, we have inspected 90 cars. That this move is a big benefit for the industry is seen in the satisfaction expressed by all who have called upon us for inspection.

"Mill inspection is one of the most important features of this service. Its value to that branch of the industry is shown in the appreciation shown by slack interests, who have had its advantages for a year. Many manufacturers testify to its value in their production. Several members at this convention have asked us to have our inspectors visit their plants. When an inspector visits your plant, show him the material. If it appears wrong, we will go to the mills and ask them to make it right.

"Our rules provide definitely how inspection may be had. Upon arrival of material, if there is ground for complaint, the shipper is to be notified. Either shipper or consignee may ask for an inspection.

One instance where inspection might have eliminated controversy was cited at this Tight Coopers' Group meeting. A car refused by a cooper was sent by the shipper to another customer, but neither shipper nor the original customer took advantage of the privilege of an inspection. In such instance, explained Secretary Kraft, the shipper was not justified in asking that the first customer pay the additional freight of the shipment to the second customer.

Cases of where mouldy gum staves, sometimes to the extent of 25 per cent. of the consignment, have been shipped, were cited, these coming through the Cleveland district in the past. At no time was advantage taken of the inspection service, though in these instances shippers did not question the complaint.

Quality Barrels Mean Increased Business

Members were unanimously agreed that the inspection service is the biggest factor yet devised by the organization to bring the tight wooden barrel into favor as a container, and that through this service evils that have developed in the last ten years may be corrected.

Two definite evils have been eliminated by this service, in the opinion of Mr. Berry. First, that it reduced the offerings of inferior materials to the cooper, and, secondly, that it compels the too lenient cooper to demand inspection, thereby raising the standard of the package.

It was shown that offerings of inferior staves at low prices to tempt orders can be reduced by inspection, in that shippers to get good business must bring up and keep up the standard quality of their materials. The keen competition created for the high-grade barrel producer by the cooper who uses these inferior stocks, and consequently turns out a cheaper barrel, is likewise reduced by observance of this inspection.

Members were informed that when part of a consignment of material is good, and the balance not acceptable, the coopers are expected to accept the good material, and the shipper to bear the cost of disposition of that which is not. Numerous instances of shipments in which there have been large percentage of culls in staves were cited, but sentiment of this group was that there are comparatively few cars showing large quantities of culls coming from reputable manufacturers. Twelve members indicated they had received cars with more than 30 per cent. culls in the last year.

The Tight Barrel Advertising Campaign

Need for immediate action on the advertising program of the industry, which has been hanging fire for months, was urged by Mr. Berry, who also is chairman of the advertising campaign. To this movement the Tight Coopers Group has contributed \$8,450, and the Stave and Heading Group \$14,000. Total pledges for the year \$22,550. Subscribers have urged that the campaign be started, and the advertising committee soon will have a proposition to place before the trade, explained Mr. Berry. The question that will have to be decided soon, according to Mr. Berry, is whether the trade shall go ahead with its present appropriation, or whether it shall wait for others who have not subscribed to come in.

Need for early action was explained by Secretary Kraft. He pointed out how the steel-barrel interests, through advertising in oil and other trade journals, is making rapid progress in interesting its consumers. Specific instances of how the steel-barrel interests are cutting into the business of the tight wooden barrel trade was cited by W. F. Wolfner, Peoria, Ill., with the urge that advertising program as outlined by the group be started.

Standards and Specifications Amendments Adopted

The following amendments recommended by the Committee on Standards and Specifications were adopted at the meeting of the Tight Coopers' Group:

1. The Committee recommends that Note 5 of the Grade Rules and Specifications covering Tight Staves should be changed to apply to Cut-Offs as well as regularly sawn staves.

2. The Committee recommends that the average width shown in Note 5 should apply as a basis of purchase as well as a basis of settlement.

3. The Committee recommends that Note 7, applying to regularly sawn staves only, should provide for minimum width of 2-inch and maximum width of 4 1/2-inch on staves under 30 inches in length.

4. The Committee recommends that specifications of December 3, 1909, covering beer staves and heading, shall be adopted and a rule provided in Grade Rules and Specifications to cover.

5. The Committee recommends that 24-inch butt flag shall measure 27 inches at the center, tied reasonably tight and well cured or seasoned.

6. Section 12 of Grade Rules and Specifications, covering Gum Heading, refers to specifications for oil barrel heading, which does not cover the point of sawing with the grain. The Committee recommends this rule be changed to read that all heading should be sawn practically with the grain.

The following motion was made by Mr. Wellford, seconded by Mr. Knabb, and carried:

"That any changes in the rules that any one wishes shall be presented in writing, and that it shall be referred to the Committee on Standards and Specifications, and reported at the next meeting."

The following amendment to Rules Governing Inspection Service, paragraph 4, page 4, was suggested by Mr. Wellford:

Paragraph 4, page 4, reading: "On all sales of oil grade or mill run material," etc., be amended by adding "That shipper be required to pay freight on all culls."

The above recommendation being referred to the Committee on Standards and Specifications, the meeting of the coopers adjourned.

THE SECOND-HAND BARREL GROUP

Organization of the second-hand barrel interests into a distinctive group was one of the features of the Convention. About 25 members, present from Cleveland, Wheeling, Pittsburgh, Detroit, Weehawken, Jersey City, Hoboken and Philadelphia, became active members at the semi-annual meeting.

Explanation of the aims of the Association toward all its members, and particularly toward the second-hand dealers, was offered by Secretary V. W. Kraft, assisting in organizing the group. Chances for intelligent co-operation between the dealers and manufacturer of new cooperage were pointed out by Secretary Kraft. Interest in the individual dealer, who is representative of this branch of the trade in the larger cities, showing that sentiment of this branch of trade is for national organization, influenced the members into action at the convention.

NEW YORK CITY, N. Y.
CHICAGO, ILLINOIS
THEBES, ILLINOIS
LOUISVILLE, KENTUCKY
RIVES, MISSOURI
CROWDER, MISSISSIPPI
CEDAR SPRINGS, MICHIGAN
ST. JOSEPH, MISSOURI
MEMPHIS, TENNESSEE
MOBILE, ALABAMA

Observation of ethics and principles of business, and the consideration of complaints for violation of these principles, will be of especial advantage to this branch of the trade, Secretary Kraft told the new members. Advice on the conduct of their business also was offered second-hand dealers.

"Let your work be along lines so that you do not sacrifice profit for volume," said Secretary Kraft. "All the second-hand barrel business cannot be done by one dealer. Your identification with the cooperage industry in a national way will help to perpetuate your business. Through your Association membership you will find there are common problems that all dealers must reckon with. The Association will advise you on conditions and help to solve your problems. It will tell you of developments in the manufacturing and material branches of the cooperage industry, all of which development is bound to reflect upon the second-hand branch of the business. If manufacturing costs are high, it will mean that your barrels will cost you more money, but likewise you should get more money for them. You want to be informed on such conditions."

Secretary Kraft told of the experience of one dealer who did not have this advantage. This dealer had been selling sugar barrels at 55 cents, while others were getting 85 cents. He did not realize that he was losing money until he had to purchase a quantity of headings, for which he paid 27 cents a set. Intelligent co-operation will save the second-hand dealer-member such troubles, and at the same time help to find markets. Directory and certificate of members and other features were also explained by Mr. Kraft.

Value of the inspection service of the organization also was emphasized by the secretary. He told of the opportunity this service creates for the making of better barrels, which, in turn, will make for the greater stability of the second-hand barrel business.

Supplementing the action taken at the Cleveland meeting, eastern members are ready to join the Association in a group, according to Secretary Kraft, who recently conducted a campaign in the vicinity of New York City.

The Second-Hand Barrel Group unanimously elected William E. Cooper, of the Enterprise Cooperage Company, Philadelphia, national chairman, and J. A. Warnock, of the J. J. O'Connor Company, Inc., Jersey City, N. J., vice-chairman.

TIGHT STAVE AND HEADING GROUP

The meeting of the Tight Stave and Heading Group, held Tuesday afternoon, November 9th, was presided over by Henry Wrape, Sr., of St. Louis. Secretary Kraft was the first in action by submitting the recommendations of the Committee on Standards and Specifications as adopted by the tight coopers at their group session. The amendments as cited by Secretary Kraft were unanimously adopted by the Tight Stave and Heading Group.

Inspection Service Finest Thing Association Has Ever Done, Says Walker L. Wellford

Seeking a consensus of opinion on the value of the Association's inspection service, Mr. Wrape led off with the statement that as the inspection service had been in operation some time, he thought it proper that the stave and heading manufacturers give some expression as to whether the service was satisfactory or not.

As his expression, Walker L. Wellford said: "I think this inspection service is the finest thing the Association has ever done. We have used it a number of times, not only on stuff we shipped ourselves, but with stuff we have purchased. I think in the course of time it will eventually lead to a point where there will be no inspections to be made by the Association inspectors. Some manufacturers are not properly equipped and do not know what they are shipping. Many times they will ship a car that they think is all right, but it is not all right because they have not the proper help, especially in the isolated plants.

"I think the inspection service is the finest thing in the world and it will encourage and teach people to make better stock, and the better stock we make and the better barrels we make, the less we will suffer from competition. I think it is absolutely essential for an association of this kind to have an inspection service."

Inspection Will Eliminate Waste and Prevent Shipping of Bad Stock, Says H. G. Herget

H. G. Herget, in giving his expression, said: "I think the success of the lumber inspection is what led to this Association considering the inspection of staves and heading, particularly staves. The lumber people for years have had official inspectors. I think it is going to eliminate a lot of waste and the shipping of bad stock. I do not see how we can get along without it very well. On the whole, I think it is the best thing the Association has ever done."

W. K. Knox expressed himself as very much in favor of the inspection service, while E. H. Hamilton and others also expressed themselves as favoring the service.

What the Trade Mark Indicates

To clear away any misunderstanding as to what the trade-mark of the Association means, Mr. Wrape said:

"There are many people who have spoken to me about it and they are under the impression that where an inspection is made at the factory that if they have the trade-mark that all the stock they ship is to be taken as first-class stock. This is a mistake. The trade-mark indicates that the inspector has visited a plant and adjudged that the manufacturer is capable of making a satisfactory stave. This wants to be distinctly understood."

As to Moisture in Staves

The tight stave and heading manufacturers listened with special attention to the remarks of E. W. Myers, of the Clinton Corn Syrup Refining Company, Clinton, Iowa, on the subject of moisture in staves. Mr. Myers said:

"The company I represent takes the moisture content of every car of staves received by them, and they likewise take the moisture content of staves before they are made up into barrels, and we will not manufacture a barrel that contains more than 12 per cent. moisture, because we have found from experiments that barrels containing more than 12 per cent. of moisture will not hold up right."

"It is our contention that if barrels are to be made out of staves containing excessive moisture, it is not policy to spend a lot of money advertising a package of this kind because it would be inferior and will only prove a boomerang."

"If any of the members of the Association would like to know how we arrive at the moisture content of staves, we shall be pleased to furnish them with this information in detail."

After Secretary Kraft had requested all those desiring license to use the trade-mark to sign the agreement as mail them, and after a brief discussion touching the necessity for giving careful attention to the costs and the elimination of waste, the meeting was brought to a close.

GERLACH'S NEW CATALOGUE DISTRIBUTED AT CLEVELAND

Chief among the informative advertising matter distributed at the semi-annual meeting was the handsome new 96-page catalogue of The Peter Gerlach Company, Cleveland, Ohio, builders of complete outfits for the manufacture of barrels and kegs. The convention booth from which the Gerlach catalogue was distributed was under the able direction of Mrs. Edith Heinz, from the Gerlach offices. The Trevor Manufacturing Company, the old established stave and heading machinery manufacturers, of Lockport, N. Y., also distributed interesting information to members in attendance at Cleveland, as did many other manufacturers representing lines of machinery of interest to cooperage and cooperage stock manufacturers.

Slack Cooperage Stock Wanted

Always in the market for

28 1/2 in. and 30 in. No. 2 Staves,

34 in. Mill Run Staves,

19 1/8 in. No. 2 and Mill Run Heading,

23 1/2 in. Mill Run Heading,

Coiled Elm Hoops.

We also buy Tight Cooperage Stock

Quotations solicited

Swift & Company

Cooperage Department
South St. Joseph, Mo.

THE LATEST IMPROVED

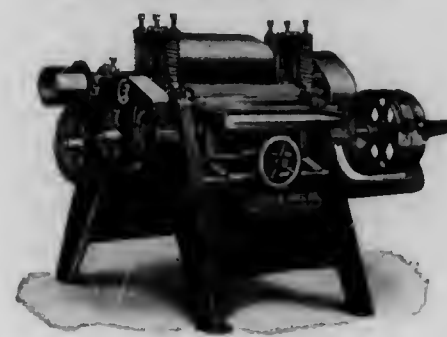
"TREVOR"

Stave and Heading Machinery

IS BUILT BY

TREVOR MFG. CO.

LOCKPORT, N. Y.



On Stock
for immediate shipment
1-20 in. "Trevor" Heading Planer
1-24 in. " " " "

SUBJECT TO PRIOR SALE

A full line of the latest improved cooperage stock machines

TREVOR MFG. CO., Lockport, N. Y.

Southern Agency with
J. C. PENNOYER COMPANY
Chicago, Ill. and Memphis, Tenn.

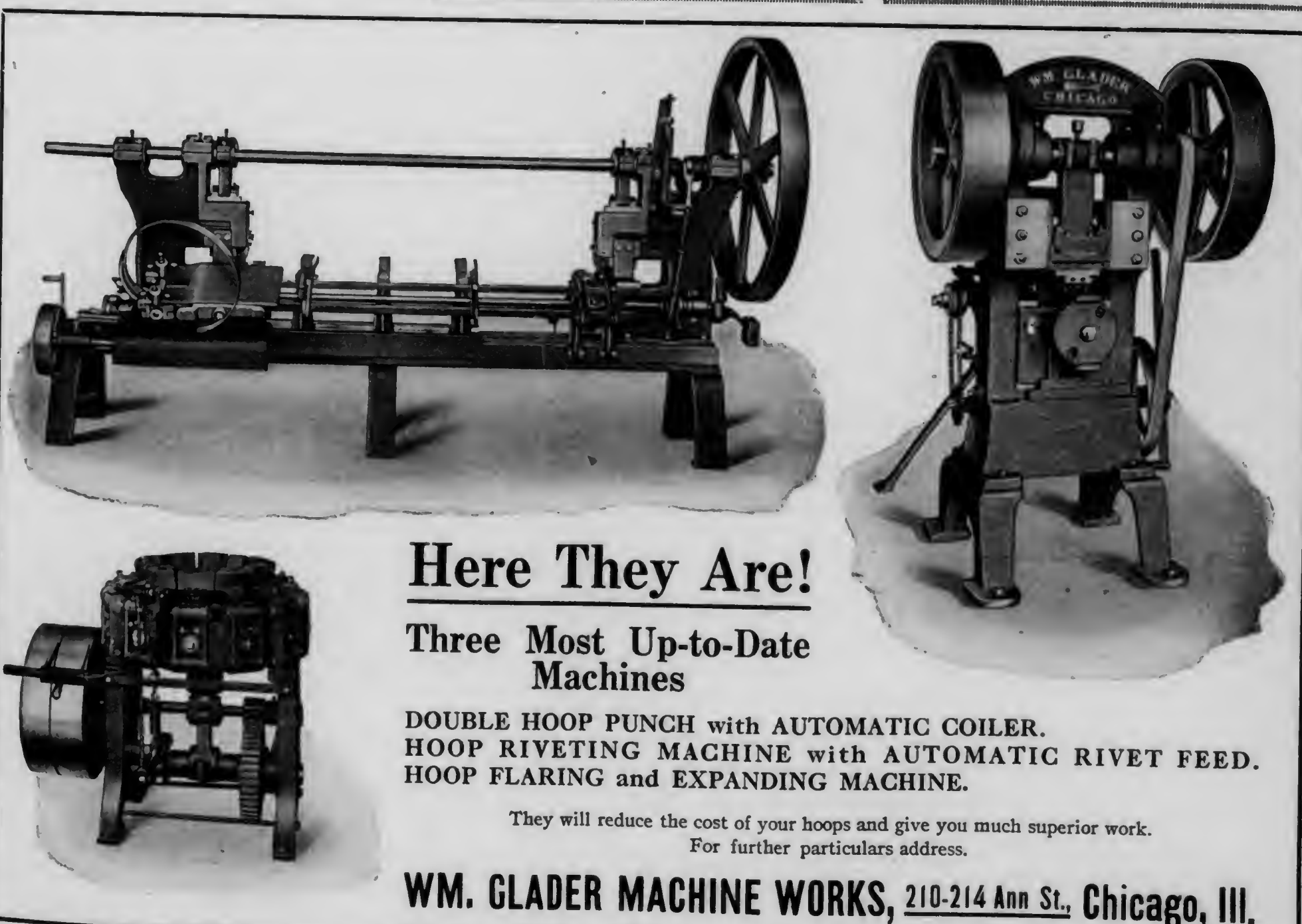
Here They Are!

Three Most Up-to-Date Machines

DOUBLE HOOP PUNCH with AUTOMATIC COILER.
HOOP RIVETING MACHINE with AUTOMATIC RIVET FEED.
HOOP FLARING and EXPANDING MACHINE.

They will reduce the cost of your hoops and give you much superior work.
For further particulars address.

WM. GLADER MACHINE WORKS, 210-214 Ann St., Chicago, Ill.



SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COOPERAGE MACHINERY FOR SALE

Holmes No. 59 windlass
Holmes No. 38 Crozer
Holmes No. 38 1/2 Crozer
Oram low frame lister
Oram double wheel jointer
Oram dreadsnaught double stave planer
Gerlach double wheel stave jointer
One lot of 6' dry kiln trucks
NOBLE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

For Sale—Rebuilt Cooperage Machinery

2—Setting-up Forms.
1—Crozer.
1—Power Windlass.
1—Heading-up Machine.
200—Truss Hoops.
Also 1 New Hoop Driver.
W. T. KING & CO., 802 Canal Bank Bldg.,
New Orleans, La.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

FOR SALE—AT A BARGAIN

2—70-inch St. Joe Veneer Lathes.
1—Rochester (Greenwood) Barrel Machine
Works pendulous swing box board machine
with 66-inch saw.
2—Oram Wheel Stave Jointers for jointing
staves up to 34 inches long, with 2 sets of
knives for each machine.
FARMERS' MANUFACTURING CO.,
NORFOLK, VA.

South Side Cooperage Co.

1816-20 LOCUST ST. :: PITTSBURGH, PA.
Wholesale Dealers in
Second-Hand Barrels of Every Description
Always have large quantity on hand. Always
in the market for Barrels and Heading
WRITE US WHEN YOU NEED BARRELS

A. M. WELTI & BRO.

Manufacturers of
Tight Cooperage
Milk, Oil and Lard Tierces
and Kegs
7832 Kinsman Road CLEVELAND, O.

GEORGE H. SEAGREAVES

Manufacturer of
34" OIL BARREL STAVES
Shorts 24" to 30" long
Prompt Shipments
WILSONDALE :: W. VA.

YOU

can possibly get along without
advertising in THE NATIONAL
COOPERS' JOURNAL, but you
will get along much better and
much faster IF YOU DO USE
THE ONLY PAPER THAT
SPECIALIZES YOUR CLASS
OF BUYERS.

ARKANSAS HOOP & LUMBER CO.

Incorporated
WYNNE - ARK.
Manufacturers of
Coiled Elm Hoops
There may be some hoops as good as
ours but None Better. Give us a trial!

MACHINERY FOR SALE

FOR SALE—

1—20 x 40-inch Whitney Stave Saw, with extra saw.
1—Double-wheel Gerlach jointer.
1—Equalizer.
Address "SAW," care THE NATIONAL COOPERS'
JOURNAL, Philadelphia, Pa.

FOR SALE—Complete slack cooperage equipment—
50 H. P. boiler, 35 H. P. engine, 20x42" Whitney
saw with extra saw, Gerlach double-wheel jointer,
equalizer and cut-off shafts belting and pulleys; com-
plete and in A-1 condition. Address "G. C. C.," care of
THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Complete line of slack barrel ma-
chinery, consisting of
1—Holmes No. 59 1/2 double setting up wind-
lass machine.
1—Holmes No. 95 double end trusser.
1—Holmes No. 38 1/2 slack barrel crozer.
3—Holmes No. 97 hoop nailer, all necessary
forms and truss hoops for making 17 1/2",
19 1/2" and 19 3/4" barrels.
1—Perfection heading up machine, also spe-
cial built motors with extended shafts
for driving these machines with direct
drive, no countershafts required.
Address HIRSCH COOPERAGE COMPANY,
HOUSTON, TEXAS.

MACHINERY WANTED

WANTED—Holmes No. 114 keg raising and heading
up machinery and No. 115 keg hoop driver. Expect
to make kegs with 12 1/2" and 14 1/2" heading and 19"
staves. State price and condition, and where machines
can be seen. Address "KEG," care THE NATIONAL
COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—One automatic tongue and groover, or
Linderman jointer, for small box work. Address
"B. D.," care THE NATIONAL COOPERS' JOURNAL, Phila-
delphia, Pa.

FINISHED PACKAGES FOR SALE

FOR SALE—Approximately 1,000 new barrels, six
hoops, Chicago tap bushings and name branded in
heads. We are also in the market for Chicago tap
bushings and hung bushings. LORENZ BENISCHKE,
COOPERAGE CO., 1910 West 21st Street, Chicago, Ill.

FOR SALE—300 tanks, casks, vats and tubs with over
half a million capacity, made from well-seasoned
white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

SOUTH BARREL EXCHANGE

(Successors to CALIG BROS.)
BUYERS AND SELLERS OF ALL KINDS OF
EMPTY BARRELS
ALWAYS AT YOUR SERVICE
Address Us—2840 Smallman St., Pittsburgh, Pa.

The Carnegie Cooperage Co.

Second Avenue and P. R. R. CARNEGIE, PA.
Wholesale Dealers in Prepared
SECOND HAND BARRELS READY TO FILL
No order too large for us to handle
WHEN IN THE MARKET—WRITE US

HELP WANTED

WANTED—Inspectors to take up staves at mill. Must
be experienced and reliable. Answer stating salary
expected and give references. Address "INSPECTORS,"
care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—HEADING MAKERS

Experienced Heading Jointers and Pinners on
Oil Barrel Heading. Highest wages. One year's
work in sight, good stock, excellent working con-
ditions. Only experienced men apply. VACUUM
OIL COMPANY, Rochester, N. Y.

WANTED—Cooper for repairing wine barrels. Apply
T. G. BRIGHT & CO., LTD., Niagara Falls, Can.

WANTED—TRAVELING REPRESENTATIVE

We want a young man to travel buying and
selling slack cooperage stock. One with some
experience in the business preferred. Address
Slack Department, J. C. Pennoyer Company, 8
South Dearborn Street, Chicago, Ill.

PLANTS FOR SALE

FOR SALE—Complete tight barrel stave and heading
mill. Capacity 30,000 per day. Timber supply for
twenty years. Ample trackage and yard room. Good
town, located on two railroads. Mill is in Arkansas and
plant is now in operation, with labor conditions good.
Good reasons for wanting to sell. Address "PLANT,"
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FOR SALE—Slack stave mill completely equipped;
4 drum saws, equalizer, wheel jointer, planer, etc.
in good manufacturing section. Plenty of timber and
low-priced labor. Address "GOOD CHANCE," care
THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STAVE MILL FOR SALE

Good Stave Mill, in operation, with 8,000 cords white
oak standing timber; five years' lease on yard located
in Houston, Texas. GROCE BROTHERS, 3115 Canal
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STOCK WANTED

WANTS WHITE AND RED OAK HEADING

We want about 240 sets 20" White Oak and
about 300 sets 20" Red Oak Heading. AMER-
ICAN BARREL COMPANY, 297 Bridge Street,
Salem, Mass.

SOUTHERN COOPERAGE COMPANY

Manufacturers of and
Dealers in all kinds of **Cooperage**

MATCHED STOCK A SPECIALTY

Office and Factory, 3134-3160 Charles Street, New Orleans, La.
MILLS, FORDOCHE, LA.

Established 1860. Incorporated 1892.



Long Distance Telephone, 1155 and 1156 Bergen

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Jersey City, N. J.

Manufacturers of New Flour, Sugar,
Fruit and Half Barrels. Also all kinds
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Office, Fairmount Ave., Cor. Amity St.

Dealers in Second-Hand Flour, Sugar,
Lard, Oil, Whiskey, Glucose and
Molasses. Barrels of all descriptions.
Shooks for Export a Specialty
Factory & Storehouses, 42-56 Fairmount Ave.

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We are large buyers of Slack Cooperage
Stock of all kinds, and we want your prices

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BARREL MANUFACTURERS

Moore St., Water to Swanson Sts. PHILADELPHIA, PA.

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STAVES, HEADING, HOOPS AND COOPERAGE
—BOTH TIGHT AND SLACK—

WE ARE NOW jacking wire hoops and hoop steel in carloads or less, at mill price, and
WE ARE supplying Wire Hoop Orders large or small, to the satisfaction of all buyers. Write Us
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Manufacturer of **Slack Barrel Heading** from 24" down
all kinds of to 17 1/2"

WE SOLICIT ORDERS FROM CONSUMERS, FOR PROMPT AND
FUTURE DELIVERIES. GIVE US A TRIAL.

Southern Cooperage Co., Inc.

Manufacturers of **KEG STAVES**

Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va.
A. C. L. and Virginian Railways, Carson, Va., A. C. L. R. R., Reams,
Va., A. C. L. R. R., City Point, Va., and Disputanta, Va. N. and W.
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STANDARD HOOP CO.

ESTABLISHED 1886
LIMITED
Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft.
Long

ALSO HEADLINERS

BAY CITY, MICHIGAN

STANDARD COOPERAGE CO.

ABERDEEN, WASH.

Manufacturers of **TIGHT STAVES and HEADING**

From KEGS to FIFTY gallon sizes. In Straight or Mixed Carloads.
We guarantee our stock and give prompt shipments. Let us quote you on
any size stock for your requirements.

CALIFORNIA BARREL CO.

22nd and Illinois Sts. San Francisco, California

MANUFACTURERS OF

BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

PENSACOLA COOPERAGE CO.

Manufacturers of
HIGH-GRADE TIGHT and SLACK BARRELS

Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING

Office and Plant

DE SOTO and TARRAGONA STS. PENSACOLA, FLA.

WE ARE BUYERS OF

STAVES, HOOPS & HEADING

For Tight and Slack Cooperage

JAMES WEBSTER & BRO., Ltd. Dock Board Bldg., Pier Head
LIVERPOOL, ENG.
LONDON OFFICE—Dashwood House, 9 New Broad St., E. C.

HICKSON-ROGERS MANUFACTURING CO.

MANUFACTURERS OF

**Dowel Pins, Club Turned Oak and
Tight Barrel Staves Hickory Spokes**

[WE ARE READY TO HANDLE YOUR ORDERS IN ANY
QUANTITIES. STOCK AND SERVICE A-1. WRITE US]

PARAGOULD - ARKANSAS

THE MICHEL COOPERAGE CO.

Manufacturers

WINE, PICKLE and OIL COOPERAGE

ALWAYS IN THE MARKET FOR SQUARE HEADING
AND STAVES OF ALL KINDS. QUOTE PRICES

SANDUSKY - OHIO

EMPIRE BARREL COMPANY

WHOLESALE
DEALERS IN **SECOND HAND BARRELS**

Business transacted in every part of the United States and Canada. We are
always in the market for all kinds of second-hand tight and slack barrels.
Also white oak, gum, beech and dog heading. Correspondence solicited.

371-73-75 Clinton Street DETROIT, MICH.

REINSCHMIDT STAVE CO.

...MANUFACTURERS OF...

Tight and Slack Barrel Staves

AIR-DRIED AND LISTED

Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves

PLANTS—Quitman, Ga., and Loughridge, Fla.

Address all Correspondence and Orders to QUITMAN, GEORGIA

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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

PROMPT DELIVERIES

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WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

Slack Barrels
Shooks for Export

MANUFACTURERS

STEPHEN JERRY & CO.
Vandervoort Ave. and Withers St., BROOKLYN, N. Y.



WRIGHT BARREL & EXPORT CO., Inc.
Successors to WRIGHT BARREL AND COAL CO.
JACKSONVILLE, FLORIDA

Manufacturers of **TIGHT COOPERAGE**
Oil and Tallow Shooks for Export
Correspondence Solicited

LAYTON COOPERAGE COMPANY
Columbia and Water Streets :: Portland, Oregon

We carry a large stock of second-hand Barrels Fir and Cider, Vinegar, Lard, Glucose and Oil Barrels Oak

We are in position to furnish you barrels for all purposes **Write Us When in Need**

FRANCIS STAVE & LUMBER CO.
MANUFACTURERS OF
White and Red Oak Staves
Of All Kinds from 12 in. to 36 in. Long

Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks **We solicit your inquiries**

BLACK :: MISSOURI

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized

Write for prices and samples

THE GEO. W. STANLEY CO. - Belleville, Ill.

Save Time—Save Material
FASTEN IT WITH STAPLES

STAPLES, HOOKS, TACKS and SMALL NAILS
for
Barrels, Crates, Brooms, Baskets, Boxes, etc.

Send for Booklet

Superior Tack and Nail Co.
DERBY, CONN.



WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

DAVIS-WOOD STAVE CO.
Successors to W. P. HALL STAVE COMPANY

Manufacturers of
HIGH Cottonwood GRADE
SLACK BARREL STAVES

For Flour, Sugar, Cranberries, etc., they are unequalled. We feel that our experience fully capacitates us to handle all business to the entire satisfaction of our customers. A trial order will convince you.

Address, 400 Wisconsin Avenue, Memphis, Tenn.

ATTENTION-SLACK STOCK MANUFACTURERS

Quote Us Now We are in the market for all kinds of **SLACK BARREL STOCK**

AMERICAN BARREL COMPANY 303 BRIDGE STREET
SALEM, MASS.

WE ARE BUYERS
OF Tight and Slack Cooperage Stock
AND COMPRESSED BUNGS

G. SINCLAIR & SONS COOPERS and CASK MERCHANTS
VAT and TUN BUILDERS
Cablegrams "Octaves" NEWCASTLE-ON-TYNE, ENGLAND

S. KLAUSNER & SONS
DEALERS IN PREPARED
Second-Hand Barrels Ready to Fill
Recoopered, Glued, and Painted Any Color Required

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COOPER'S FLAG
BUTT FLAG
LONG FLAG
TOP FLAG

QUALITY THE BEST AND PRICES RIGHT

ADDRESS
C. L. FRANTZ :: Seneca Falls, N. Y.

SKUSE'S COOPERAGE ROCHESTER New York

Manufacturer of and Dealer in

Staves Heading Hoops

For all kinds of Slack Barrels

ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.

Address, **SKUSE'S COOPERAGE**
Corner Finney and Davis Streets
ROCHESTER, NEW YORK

NOTE

We can furnish promptly

M.R. Pine Heading, all sizes
No. 1 and 2 Gum Mixed Staves
No. 1 Coiled Elm
Keg and Barrel Hoops

BOX SHOOKS AND
LUMBER
IN CAR LOTS

ATTENTION!!
Slack Barrel Heading Users
We are prepared to furnish for prompt shipment and future deliveries
GUM HEADING

Any size and grade according to Cooperage Industries rules
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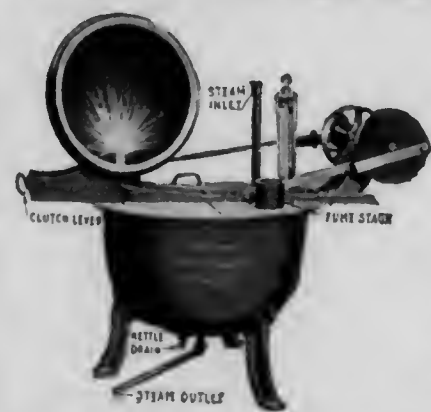
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Our unexcelled
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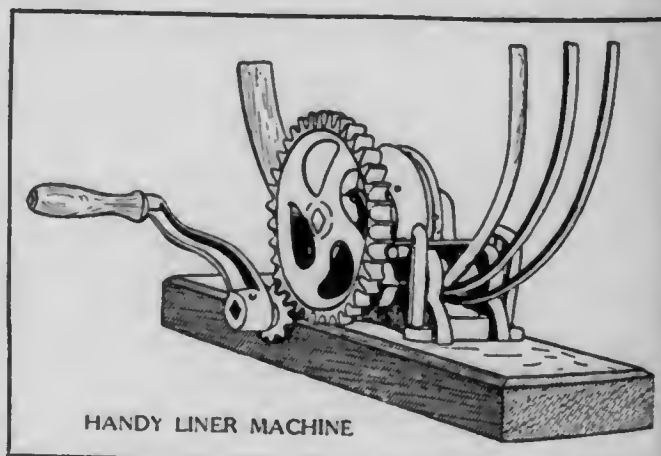


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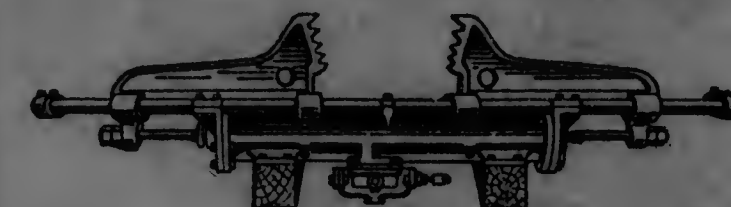
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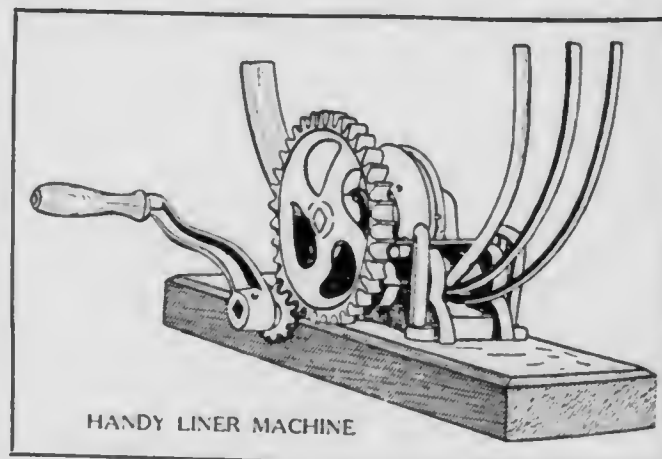


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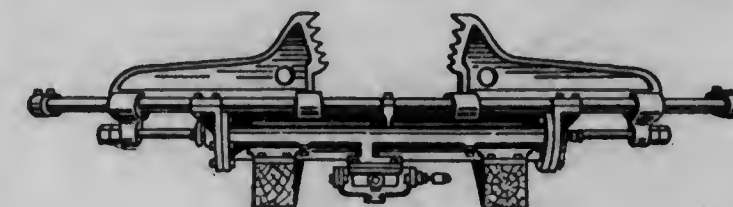
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Extends to its every friend and customer, as well as to every member of the Cooperage Trade, a sincere and hearty New Year's Greeting. Our earnest wish is that a full share of the good business prosperity, which 1921 forecasts, may not only fall to each and every one during the year that is directly before us, but may continue during all the years that are to come.

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The Charles Mueller Company Limited

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CANADA BARRELS & KEGS LIMITED

Canada's Largest Tight Cooperage

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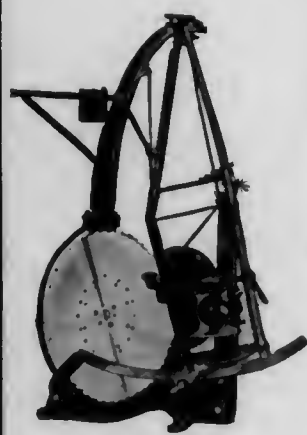
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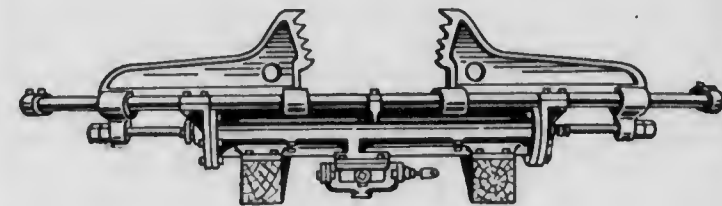
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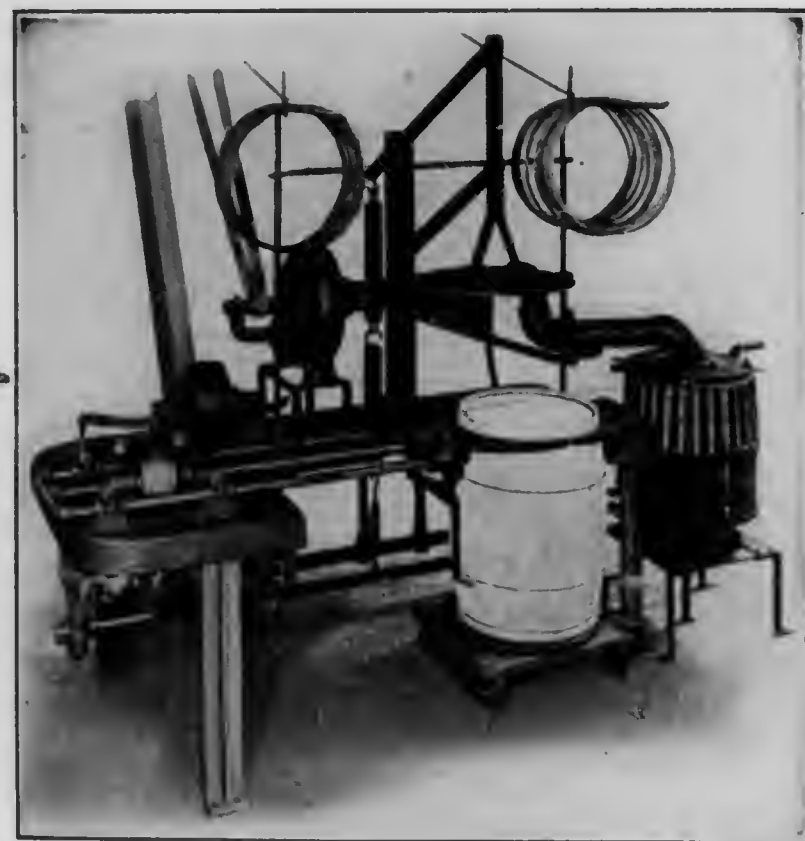


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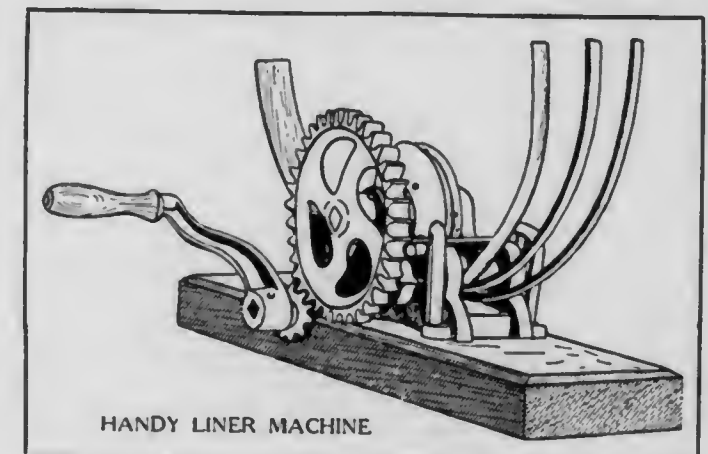


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PROMPT ATTENTION TO ALL ORDERS

The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, JANUARY, 1921

\$2.00 PER YEAR
VOL. XXXVI, No. 9

Cooperage Trade Throughout Great Britain Fairly Well Sustained, Says the Journal's Correspondent Foreign Coopers Awake to Substitute Menace

The cooperage industry throughout the country is being fairly well sustained, although there has been a slight falling off in the oil barrel trade. The oil tank steamer is, I think, the cause of the scarcity in this line, as the oil trade of the country was almost wholly dependent on the importation of oil in barrels from America. The dryware branch of the trade, I am glad to say, is going up with leaps and bounds, and as far as can be ascertained not many men are on the idle list. The new work branch of the trade, I am sorry to say, is not making any great headway. Various reasons can be put forward for this state of affairs, but I think the two main factors are the high freightage and, also, I would like you to put this in brackets, or a very heavy underline, Mr. Editor: "The high prices which our American friends are charging for sometimes very inferior goods." The shoe, I take it, will fit the proper foot. The fact is that unless the makers of oil barrel staves and heads bring down their prices a bit their export trade is going to suffer.

Many manufacturers are doing their utmost to substitute iron drums or iron barrels for their oils, etc., instead of the usual wooden barrel, which, to my mind, cannot be beaten as a container. At any rate, a large trade is opening up in iron containers, and it behooves us, the wooden barrel men, to put our best foot forward if we are going to keep our trade in the usual channels.

In my last report I had fears of a national dislocation of trade through strikes, engendered principally by the high cost of living, which to the average man is like unto the proverbial brook which will run on its way for ever. The mining section of the community have been for some considerable time dissatisfied with their present wages and conditions, and petitioned the Government for an increase in wages of approximately 50 cents per day. The Government in reply said that they were quite willing to grant the increase, but they must have likewise a greater output. This the miners refused to have, and, of course, the inevitable strike took place. We have been in its throes now for a fortnight, but am glad to say that the prospects of settlement at time of writing is very bright. The effects of the strike have been felt very acutely by all trades outside of the mining industry, and according to the figures published by the Government, fully 250,000 men have had to report themselves as unemployed through the shortage of coal in the various industries.

The effects of the drastic fuel orders meant a considerable curtailment of working hours in all the various factories, and subsequently a similar reduction in labor. The present unsettled state of trade is causing much uneasiness in the business life of the nation, and when one considers, after five years of war, the difficulties and trials that beset the commercial path during that period and contrast it with the present condition of affairs, one begins seriously to wonder if the war has really ended. The small business man is usually the first to suffer and has usually the most to lose when a national outbreak like this occurs. Truly, the aftermath of war is something of a puzzle to most men. In the business world of today, men have had to think afresh, and also plan out their life work from a totally different standpoint, the pre-war line of action has had to be scrapped and a new environment has had to be created, pre-war methods being practically the negation of post-war methods. For instance, one of the post-war innovations in business life has been the almost complete abandonment of the selfish instinct as the dominant factor towards the accumulation of wealth. Many of our manufacturers have begun to realize that their business cannot be worked up alone by the individual unit but by the unification of the whole; that is, by the formation of a scheme like unto a co-partnership embracing all their employees. An interested and happy employee acts as a tonic to the much harassed employer, and is invariably the keynote of success.

When employers, generally, begin to realize that their employees are not to be numbered as so many hands,

or a mere mechanical entity, then, and only then, will the best results accrue.

I have in my mind, at the moment, a typical case in point. Some years ago, the head of a cooperage concern found himself in financial difficulties through no fault of his own. It was practically a case of closing down his establishment unless something very speedily turned up. He thought of various ways out of his difficulties, but the one that seemed to gain most favor with him was to put the whole matter before his employees. He realized that he alone would not suffer, but they likewise would feel the pinch if the place had to close down. A meeting was called, and the whole circumstances of the case was put before them and carefully reviewed in all its various aspects. The result was that the men offered to work as usual for a fortnight without remuneration of any kind, the only proviso being that another meeting would be held at the fortnight's end. This was agreed to. At the end of the fortnight the tide had turned and the business was saved, the employer later on repaying the men for the voluntary sacrifice they had made. This, to my mind, is the spirit we want inculcated into the business life of today. A little thought for the under-dog always pays.

As to unemployment, due to existing conditions, the cooperage industry is not much affected. Statistics showed a slight decline, but all over was fairly good, with the exception of Liverpool and Birmingham, where short time was reported. In cooperage circles we have few disputes or strikes. The coopers in the herring industry being the one exception. Taking our trade as a whole, we have very few men idle, all branches of the trade being fairly well employed.

I would like, in this letter, to wish our American cooperage friends the compliments of the season, and at the same time hope that 1921 will be a year of prosperity for our trade, as well as for our valuable ally, THE NATIONAL COOPERS' JOURNAL.

THE SPANISH COOPERAGE MARKET Special Journal Correspondence

Spain, the country of a great wine and olive production, two lines of industry which constantly need casks, is, of course, an important market for American cooperage stock manufacturers, as the Spanish cask makers depend, so far as their raw materials are concerned, upon foreign suppliers.

In this my JOURNAL letter I do not enter into particulars about the cask trade for the olive oil, sardine or similar branches, as these casks or the raw materials for them do not interest American exporters, these sizes of casks being made in Spain at moderate prices.

The wine cask trade, on the contrary, is of great importance to American stave exporters. Actually, right now, there is a calm on the market and the output is very reduced, as an oak cask which before the war could be got at Pesetas 80, has increased to Ptas. 350—although, at present, prices are sinking.

The wine trade uses generally casks of 600 to 650 liters and in little quantities casks of 225 liters or 420 liters, made either in chestnut or oaken wood. The casks of little volume and the chestnut casks do not interest American suppliers, as the raw materials for this class of casks, the chestnut wood, is furnished from Italy and Portugal.

Oak staves and heading are generally supplied from America, Austria-Hungary, now Czechoslovakia, Russia and Germany. America was the sole source of supply for a time, but little by little there appeared offers from Trieste firms (Czechoslovakia wood) at prices very reduced, but, nevertheless, the business stands still. The Spanish stave importers have large stocks unsold, which, owing to the high prices they paid for their supply, they are not willing to sell at present at cheap prices. Therefore, many cask manufacturers have shut down their works and will wait until stave prices fall. The workmen's salaries and hoop prices are falling now

and if American stave exporters would furnish at moderate prices directly to the Spanish cask manufacturers, they could open good business and the Spanish stave importers would be obliged to reduce their prices. If American exporters do not do this the Spanish importers will maintain prices, with the result that sooner or later Spanish cask manufacturers will buy the oak staves offered by Trieste firms at half the price, although the quality of these staves is not so excellent as the American ones. It is, therefore, suggested and highly recommended to all its American stave exporters that they reduce at present their prices in order to hold the Spanish cask trade they gained during the war.

In Spain the casks are manufactured without any modern machinery. As regards iron hoops, there are manufacturers here in Spain, but the output is not sufficient, so that a great many of these hoops have to be imported. Before the war the only importer of excellent hoops was Germany. At present we have English and Belgium iron. It is a pity that American concerns do not enter in competition, as there would be good business for them. The actual hoop prices are as follows:

One ton iron hoop.....Ptas. 800—cif Spanish port
One oak stave 120x14x4 cm..Ptas. 6—cif Spanish port
A serious reduction of these prices will allow good business.

The outlook for the Spanish cooperage trade is good in spite of the present calm. The American raw materials are good accredited on our market here, and as soon as the U. S. A. exporters will offer at cheaper prices they will open again a good business.

ORGANIZE SALES AGENCY FOR NAVAL STORES UNDER PROVISIONS OF WEBB ACT

As the result of two meetings held at Jacksonville, one in New Orleans and one at Savannah, Ga., the Atlantic & Gulf Export Company, according to *The Lumber Trade Journal*, has been organized for the purpose of engaging in and developing foreign trade markets for naval stores under the provisions of the Webb act. The headquarters of the company is at Jacksonville, Fla., and the capital stock is placed at \$2,000,000, divided into 20,000 shares of the par value of \$100 each. Final organizations were completed at a meeting of those interested, and which was held at Jacksonville on December 11th.

W. B. Gillican, of the Gillican-Chipley Company, New Orleans, is president of the new company. John H. Powell and H. Weibert are the vice-presidents. H. L. Richmond, of Jacksonville, is the secretary and treasurer. The board of directors is composed of the following: W. B. Gillican, J. A. Crawford, John H. Powell, H. Weibert, Mark L. Fleishel, J. G. Lewis, D. M. Flynn, N. G. Wade and W. J. Kelly.

A majority of the leading producing concerns of the country are interested in the new organization, the prime movers being W. B. Gillican and D. M. Flynn. Mr. Gillican is the largest shareholder. All of the producers of naval stores are expected to become stockholders in the new enterprise which will handle all of the production of such concerns intended for foreign markets. The plans of the company have been actively worked out, and it is understood that it will be in a position to engage actively in business in the immediate future. It is admitted by dealers that the new concern may have a tremendous influence on the rosin situation, as it will be in a position to extend foreign markets, to create sales through ability to carry the purchases of foreign buyers and thus assist in placing the industry once more on a stable basis.

It is understood that many of the larger foreign buyers are displaying great interest in the formation of the company and many cables have been sent to the United States asking for further information. It is a possibility that the company will maintain stocks in foreign market centers for the convenience of buyers and consumers.

REMOVAL OF ARGENTINE EMBARGO ON FLOUR

A cablegram from Ambassador Simpson, Buenos Aires, under date of December 14, 1920, states that the Argentine embargo on the exportation of wheat flour and its derivatives was lifted by an executive decree of December 9. Exports will probably not be made until an export tariff is fixed.

Louisville Reports Cooperage Manufacturers as Still Busy on Old Orders with All Looking to See Increase in Business Early in 1921

Along with the general slump in demand for general products the cooperage trade has been affected by a considerable decrease in demand. Today there is hardly any demand for barrels or kegs, and slack cooperage is just as dull. This has resulted in demand for staves and heading falling off considerably, and has resulted in weaker prices for slack cooperage all along the line. However, the tight market is holding firmly after the reduction made in November, and there is not much prospect of further decline just now. It is claimed that whereas the tight market has been rather draggy for the past several weeks it was one of the last lines to feel the effects of the market depressions, and so far there has not been much price-cutting to get business, as many concerns are operating still on old orders, and are of the opinion that after the first of the year things will pick up, and there will be no need of cutting prices.

In other words, it is a case where the barrel manufacturer as well as the stock manufacturer is not going to reduce until a long run of dull business forces it onto him. At the present time the barrel manufacturers are fairly busy on old orders, and will not be cleaned up for some little time, even if no additional orders are received.

Labor and Production Costs Are Weakening

It is reported that there has been a considerable reduction in tight stave and heading production in the South, as mills have closed down and laid out for the bad months, with the idea that labor would go lower in the meantime. With no immediate demand for stock the mills do not feel at all encouraged in producing staves and heading on the present high production costs. However, labor is declining, and production costs are beginning to weaken.

Tight Stock Market Is Firm

It is reported that the tight stave market is firm all the way through, although heading is a little weaker. White oak oil staves are quoted at around \$80 a thousand, with oil red oak staves at around \$70. Spirit staves are quoted at around \$140 a thousand, with red oak circled heading at 90 cents a set; and white oak \$1 and \$1.10 a set.

The Slack Stock Market

Slack staves are quoted at \$28 and \$30 for No. 1; \$20 and \$21 for No. 2, with elm and cottonwood at a dollar a thousand over gum. No. 1 heading is quoted at 22 and 24 cents a set; No. 2, 16 and 17 cents; mill run, 18 and 19 cents. Hoops are quoted at \$30 and \$32 per thousand for six-footers. Staves are off about \$5 a thousand, due largely to the break in lumber prices.

The Slack Barrel Market

Slack barrels are cheaper, having suffered another reduction, high prices snuffing out the life of demand, and forcing lower prices. Slack barrels of the produce variety are quoted at 90 cents each; flour, \$1.20; sugar-sized produce, of No. 2 stock, \$1. Prices range five to ten cents higher than these quotations, and in some cases are shaded as much.

The Tight Barrel Market

Tight barrels continue steady in spite of the fact that there is but little demand. Six-hoop red oak barrels, oil, are quoted at \$4.50; wine, \$7.50; white oak, oil, \$4.75; gum, \$3.25; 30-gallon half barrels, oil, \$3.25; spirit, \$4.50; gum, \$3; second-hand cooperage, whiskey, \$5; shaved out and recooped \$6.50; second-hand oil barrels, \$2.75 and \$3; glucose, \$2; new kegs, red or mixed oak, 5-gallon, \$1.40; 10-gallon, \$2; 15-gallon, \$2.65; 25-gallon, \$3.25.

Near Beer a Dead Issue in Winter

There is no demand whatever from brewers. Near beer sells poorly enough in the summer time, but is a dead issue in the winter season, with the result that brewers are not doing much just now, and well taken care of with old stock which they have on hand, and which will be recooped as long as there is anything to work on.

Flour Market Dull

The flour market is dull, mills operating only four days a week, with the average for sixty-odd mills in the southeastern district, not much better than 40 per cent. of capacity. This condition has made for a slow demand, especially in view of the weak market, and the fact that consumers are buying in hand-to-mouth lots, principally in small paper packages, or small cottons. Practically no flour is going into wood today.

Slump in Demand and Price of Cottonseed Oil Affects Barrel Sales

As a result of the big slumps in the demand and price of cottonseed oil many of the Southern mills are down, and there is not much business from the cottonseed oil houses for barrels this season. The paint and varnish trade, even after reducing prices and guaranteeing prices, reports that business is rather dull. The oil industry is feeling reduced industrial demand for oil, and isn't buying barrels for greases, lubricating oils, etc., to any great extent, and the soft-drink people are in the midst of their duller season.

When Demand Is Really Inactive No Price Adjustment Will Stimulate

Cooperage houses report that it is a waiting game just now, where cutting prices on tight cooperage would not increase business where there is no competition to demand it. It is claimed that probably after the first of the year there will be some revival in lines using barrels. In the meantime production is being curtailed by material manufacturers, which will aid in holding the markets.

Milling in Transit Privilege Hanging Fire

Milling in transit arrangements, which were almost completed a few months ago, have been hanging fire, due to refusal of the railroads to grant the privilege of planing and dressing. However, the matter is before the Interstate Commerce Commission for final settlement, and was recently heard. J. Van Norman, Louisville, was present in Washington, to represent the lumber and cooperage interests through the Louisville division, Southern Hardwood Traffic Association.

The Cooperage Industry Works Under a Lucky Star

It has recently been remarked that the cooperage trade has continued more active as a whole than most other lines, and has been in better shape than the lumber, box or general container trade for some weeks past. One of the unusual conditions was that during a period when cooperage was expected to be dull as a result of prohibition, the cooperage trade came back with an unusually prosperous year, showing that a man is never out merely because he happens to be down in the ring. When prohibition became effective it would have been fairly hard to make anyone believe that the cooperage trade would have a prosperous era, especially in Louisville, a big manufacturing center for whiskey. It was believed for a time that loss of distillery and brewery business would work a great hardship in the cooperage trade, and that many plants could not survive the strain. It did hurt the slack barrel people, who had been furnishing barrels for packing bottled goods, and it about killed the beer barrel plants. Some of the small plants which could not adjust to changed conditions quit business, but the big fellows went out and got business, one concern developing improved export business on knocked down barrels, and also on staves and heading. Another big company which had been making beer cooperage, turned to oil cooperage, and has been doing nicely.

High Prices Has Hurt Slack Trade

There are not as many cooperage concerns in Louisville today as there were five years ago, but the ones that are here are doing a good business as a whole, and are in prosperous condition. The slack barrel trade has not been up to normal, due to high priced material and high priced packages, which have enabled other containers to get the edge. However, the tight barrel trade has gone ahead nicely. There are today four refineries in Louisville where there were none a few years ago. There has been a big development in oil, and paint and varnish operations have picked up greatly.

Louisville an "Open Shop" Town

A recent report of the Board of Trade showed 782 factories in Louisville, of which 65 are woodworking plants, as against 62 metalworking plants. There are nine paint manufacturing plants and seven varnish plants. It is an open shop town. There are 42,000 industrial workers, of which 23,045 are skilled. White male workers number 32,540; negro male, 3,341; white female, 5,333; negro female, 1,398. Another interesting factor is that practically all of this labor is native born.

Trade Briefs

The Chess & Wymond Co., Louisville, is fairly busy on old orders in its local plant, but is not booking much

new business just now. It is still running its Southern mills at capacity on staves and heading.

The Holly Ridge Lumber Co., is virtually ready to start its new stave and heading mill at Bunkie, La., but will probably wait about thirty days before starting its first cut.

The Louisville Cooperage Co. reports that it is winding up its Louisiana operations for the season, having good stocks on hand as a result of good weather and good production facilities. The eastern Kentucky mills will continue operations unless stopped by bad weather.

The Chess & Wymond Co. and Holly Ridge Lumber Co., allied concerns, with operations in Louisiana, recently decided to drill for oil on cut-over properties. Contracts were placed with E. J. Cunningham, of San Antonio, Tex., and H. D. Critchfield, Chicago, the first well to have been started not later than June 1, 1920, and the second by September 1. The contract was bonded by the American Surety Co., of New York. Neither well has started, the contractors failing to fulfill their contracts. As a result a suit for damages amounting to \$5,000, the amount of the bond, has been filed in the Circuit Court at Louisville.

Business with the Louisville Cooperage Co., recently purchased by D. H. Quigg, from F. O. Smith, is rather quiet just now, according to Mr. Quigg, who stated, however, that he did not expect much improvement until spring. Mr. Smith is doing nothing just now, but planning to start a manufacturing plant at Livermore, Ky., or Rockport, later on, probably in the clay line.

MEXICO SHIPMENTS OF OIL DECREASE

It is shown by reports just compiled at Austin, Texas, that the total oil shipments from Mexico for November, 1920, were 16,151,394.91 barrels, as compared with 17,050,948.29 barrels for the month of October. The falling off is attributed to lack of tank steamships to carry the product. The shipments for November by companies were as follows:

Transcontinental Oil Company, 2,341,628 barrels, a decrease of 251,448.93 barrels as compared with its October shipments; Island Oil and Transport Corporation, 1,346,790.24 barrels, a decrease of 8,829 barrels; National Petroleum Corporation, 82,236.13 barrels, a decrease of 31,759 barrels; New England Fuel Company, 150,524.03 barrels, an increase of 39,989.70 barrels; East Coast Oil Company, 436,104.17 barrels, a decrease of 3,031.32 barrels; Agwi Oil Company, subsidiary of the Atlantic Gulf and West Indies Steamship Company, 1,066,332.67 barrels, an increase of 54,207.80 barrels; Huasteca Petroleum Company, subsidiary of the Mexican-Petroleum Company, 2,427,974.27 barrels, a decrease of 611,108.05 barrels; Mexican Gulf Oil Company, 1,193,502.89 barrels, a decrease of 234,979.08 barrels; Cortez, La. Atlantic Companies, 1,152,415 barrels, a decrease of 102,483 barrels; Corona Oil Company, subsidiary of the Royal Dutch-Shell, 611,117.01 barrels, a decrease of 22,981.99 barrels; Mexican Aquila (Eagle) Oil Company, 2,456,859 barrels, an increase of 347,401 barrels; Pierce Navigation Company, subsidiary of Pierce Oil Corporation, 106,771.82 barrels, a decrease of 248,584.57 barrels; Penn Mex. Fuel Company, 383,718.21 barrels, a decrease of 190,651.76 barrels; Codrane & Harper, 72,549.81 barrels, a decrease of 87,068.3 barrels; the Texas Company, 1,281,623 barrels, an increase of 26,154.56 barrels; Freeport & Mexican Fuel Oil Corporation, 801,456.28 barrels, an increase of 71,896.28 barrels; National Oil Corporation, 239,691.63 barrels, an increase of 28,310.88 barrels.

DENY RIGHT TO INDEMNITY

The right of Ohio employers to indemnify themselves through insurance contracts against liability growing out of accidents to their employees and at the same time enjoy their status under the State Workmen's Compensation Act was denied December 20th by the Supreme Court.

The Court refused to enjoin the Ohio Industrial Commission from revoking its order permitting Frank C. Thornton, of the Cleveland Stamping and Tool Company, to enter into a contract with an insurance company to cover liability resulting from injuries to his employees.

The State Commission ruled that if the tool company entered into such a contract it would forfeit all rights granted to it under the State compensation.

WILL OPERATE AS MORO STAVE CO.

I. N. Joyner, of the Parker-Joyner Stave Co., Houma, Miss., has purchased the interest of Mr. Parker in the company, thus giving him entire control of the same. Mr. Joyner will operate under the name of the Moro Stave Company and headquarters will still be at Houma, Mississippi.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

Canada Barrels & Kegs, Limited, Waterloo, Ont.
Daniel W. Ryan, Inc., Chicago, Ill.
A. C. Bailey Cooperage Co., Washington, D. C.
L. E. Mankin, Lewisburg, W. Va.
Richmond Mills, Augusta, Ga.

— 1921 —

While, with the closing of 1920 and with the auspicious opening of 1921—for the opening of the New Year is auspicious—the cooperage and cooperage stock man, tight and slack, may not proclaim in quite the same manner as the well-known Pharisee his joy at not being quite like the other fellow, still the cooperage man has a distinct and long line of blessings to be specially thankful for, not the least of which is the fact that his industry being among the last of the trades to feel the business adjustment dullness, has, therefore, the shorter time to weather conditions before things will be moving right along again.

Never before were members of the cooperage industry, individually and collectively, better equipped to enter a new year's business race than they are to enter upon the course of 1921, and it will be a matter of keenest interest to note in what way and to what extent each and all will take advantage of the splendid opportunities which lie before their trade in the year immediately before us.

"Buy a Barrel of Flour" was a business-building campaign recently inaugurated by the flour trade, according to our Buffalo correspondent.

"No business depression can slow us up long. The future is too bright." This expression, which about epitomizes the general sentiment throughout the trade and business world, makes a fitting farewell to 1920 and a challenging greeting to 1921.

A thirteen billion foreign trade is not such a bad record to leave behind, and this is the record 1920 set, according to bank estimates. The estimates mentioned place 1920 exports at \$8,000,000,000 and imports at \$5,000,000,000, against \$7,920,000,000 exports and \$3,904,000,000 in 1919.

"The troubles of the world," says Richard Spillane in the business and financial section of the Philadelphia Public Ledger, "are man-made. Much attention is given to effects and too little to causes. It is not money but man that needs stabilization. Stabilize man and you'll stabilize nearly everything else. The greatest stabilizing influence in the world can be established by the practical application of the Golden Rule." 'Tis 'tis, 'tis true.

Happy New Year

THE OLD YEAR HAS PASSED.
THE NEW YEAR IS HERE;
SO WE WISH ALL PROSPERITY,
HEALTH AND GOOD CHEER.

A barrel soon runs dry, observed the wise Ben Franklin, if you draw out at the spigot and pour nothing in at the bung. And as with the barrel, so with the barrel man's business. How much are you putting in at the bung of your business in the way of an advertising appropriation for 1921, Mr. Cooperage Man?

The question of new timber tracts, a question of paramount importance at all times to cooperage stock manufacturers, is dealt with to some extent by our New Orleans correspondent this month, and the suggested opening of a waterway to virgin timber located along the Tombigbee River will be found interesting reading.

The greatest obstacle in the way of export trade is now a thing of the past, according to our New Orleans correspondent, who reports of the opening for business of the Federal International Banking Company, the six million capital stock of which company was oversubscribed one million dollars. Yes, we certainly feel that there are prospects in foreign trade.

The Spanish cooperage market, its present condition and future prospects, so far as these conditions and prospects affect the business of our export manufacturers, is covered by special correspondence in this issue of the JOURNAL, to which correspondence we direct the particular attention of all those of our stock exporters who are interested in the Spanish trade. As regards iron hoops our Spanish correspondent says, "there are manufacturers here in Spain, but the output is not sufficient, so that a great many of these hoops have to be imported. Before the war the only importer of excellent hoops was Germany. At present we have English and Belgium iron. It is a pity that American concerns do not enter in competition, as there would be good business for them."

Apologies of the substitute menace the JOURNAL's Liverpool correspondent, in his trade letter this month, says: "Many manufacturers are doing their utmost to substitute iron drums or iron barrels for their oils, etc., instead of the usual wooden barrel, which, to my mind, cannot be beaten as a container. At any rate, a large trade is opening up in iron containers, and it behooves us, the wooden barrel men, to put our best foot forward if we are going to keep our trade in the usual channels." As to American stock and prices our foreign correspondent, with a request for italicization, further says: "The fact is that unless the makers of oil barrel staves and heading bring down their prices—the high prices which our American friends are charging for sometimes very inferior stock—a bit of their export trade is going to suffer."

In its second bulletin the Fabricated Production Department of the United States Chamber of Commerce deals with "The Cancellation of Orders and Repudiation of Contracts" evil, which has been sweeping the country and from which evil no single trade or industry has been entirely exempt. Although the general opinion as to the reasons for this scourge to honest and sound business practices, and as set forth in the first two of the three heads under which the reasons are grouped, will apprise somewhat the judgment that is setting upon the evil, it is, nevertheless, in the last reason and under the third group head that we believe the majority will read the situation aright, both as to its cause, effect and ultimate and sure cure. The Cancellation of Orders and Repudiation of Contracts bulletin appears in this issue of the JOURNAL. Read it.

As to the oil supply, establishment of new records in production and imports of petroleum during November made possible an increase in reserve stocks of more than 3,000,000 barrels, according to figures made public recently by the Geological Survey. Production in the United States during November averaged 1,303,000 barrels per day, as against 1,287,871 in October and 1,262,966 in September. The total produced in November was 39,090,000 barrels. Imports of crude oil in November

totaled 13,750,199 barrels, as compared with 11,361,374 barrels in October. Exports amounted to 634,794 barrels, the excess of imports over exports totaling 13,115,405 barrels. Adding the amount produced, 39,090,000 barrels, and the excess of imports over exports, 13,115,405 barrels, the total available in this country in November was 52,205,405 barrels, or more than 3,000,000 in excess of the amount used. Consumption totaled 49,014,000 barrels, which was somewhat less than the October total of 49,181,000. The petroleum produced in the United States in November was nearly 7,000,000 barrels more than in November, 1919. The record-breaking total of imports in November was 9,000,000 barrels greater than in November, 1919.

1921 IS GOING TO START OFF IN PRETTY FAIR SHAPE FOR THE COOPERAGE MAN, SAYS C. M. VAN AKEN

There is much that might be said at this time regarding the cooperage situation, but where to start, where to stop and what to put in between is not so easy.

The condition of the cooperage business is much the same as many other lines. We are doing more or less business today and wondering whether we are going to do any tomorrow. People are expressing their opinions very freely, both by word of mouth and on paper, but in all of these opinions the little word "if" is a big factor and for that reason the expressed opinions, as a rule, do not carry us very far. However, in our particular line of business and in this particular locality a fair amount of cooperage is being used. There is nothing in the horizon to indicate that this use is going to stop, so the next month or two promises to be about the same as December, as far as consumption is concerned.

As regards the manufacturing. There has been a concentrated effort in the West to prevent the supply exceeding a demand. This has a stimulating effect upon buying and, as a result of it, the attitude of the buyer has changed considerably within the past month. He feels now that if he buys a car of material for January shipment he is not going to be "stung" in so doing.

I do not believe that anybody can see very far into the future, but the first of 1921 is going to start off in pretty fair shape for the cooperage man.

LABOR AND TIMBER CONDITIONS EASING UP MAKES OUTLOOK BETTER FOR STOCK MANUFACTURERS, SAYS WALTER C. HARTMAN

As yet there is no tendency toward higher markets in slack cooperage stock, and the manufacturers as well as the consumers are hoping that the decline has now run its course and no lower markets need be expected. With labor lower and more plentiful, which means efficiency and timber in some sections coming on to the market more freely at somewhat lower prices; the mill man can make stock cheaper than he could a few months ago. But not at pre-war prices, if any profit is expected. Generally speaking, buying is light, and still from hand to mouth. There are not large stocks at plants and only a few of the larger consumers have any considerable quantity in their warehouses. It will be February before anyone can make a fairly good guess as to what is in store for the cooperage man in the spring and summer.

PAST PROFITABLE YEAR HAS LEFT COOPERAGE MANUFACTURERS WITH A VERY SATISFACTORY CREDIT BALANCE FOR THE WORKING YEAR OF 1921, SAYS JAMES INNES

The year 1920, just passed, has been one of the most strenuous in the history of the cooperage industry. In spite of unfavorable weather conditions, excessive freight rates, high prices and low-producing labor, and all kinds of obstacles to successful manufacturing, requiring untiring energy and constant attention, the brisk demand for manufactured products, and the high prices obtainable for a good part of the year, have left most of the manufacturers with a credit balance for their year's work, probably not as substantial as they are entitled to for their hard work, but still very satisfactory.

For a good part of the year unheard-of prices were obtained for hoops and heading, and high prices for staves, and costs of raw material and production reached abnormal figures, so that labor benefited with record wages for the amount of work done, probably not to their ultimate welfare, as "easy come, easy go" seemed to be their motto, and it is not likely that there will be any rush to manufacture, until wages and freight rates are adjusted to a more reasonable basis.

Prices at present are merely nominal, as there is only a light demand, and until after business has settled down

in the New Year very few orders or contracts will be placed.

The general opinion of manufacturers and bankers is that business will soon be normal, and just as soon as the consumers are convinced that prices are stable, they will place their orders for the season's business.

Tight barrel stock production for the present has almost ceased and stocks are a little heavier than for some months, owing to the export demand being light, awaiting freight adjustments, and the usual holiday lull in domestic consumption. As soon as these freight adjustments are made, and the demand for spring stock opens up, these stocks will melt away very rapidly. Prospects for spring trade are good, and with the restoration of confidence in the consumer we look for a very brisk business season.

I wish all the readers of THE NATIONAL COOPERS' JOURNAL a happy and prosperous new year.

T. J. WALBERT ELECTED PRESIDENT OF ARKANSAS TIGHT BARREL STAVE AND HEADING ASSOCIATION

T. J. Walbert, of the Mt. Olive Stave Company, Batesville, Ark., was elected president of the Arkansas Tight Barrel Stave and Heading Association at the annual convention of the Association held at the Hotel Marion, Little Rock, Ark., December 9th. Other officers elected were A. G. Wheeler, of the Norton-Wheeler Stave Company, Benton, vice-president, and M. L. Sigman, Monticello, secretary-treasurer.

The convention met at 11 A. M., Thursday, December 9th, and adjourned after a general discussion of business conditions in the afternoon. Members of the association had luncheon at the Hotel Marion between the two sessions. Those present said that business conditions generally are good.

PEKIN COOPERAGE CO. HAS CHANGE IN NEW YORK ADDRESS

The Pekin Cooperage Co., which recently removed its headquarters to New York, is now located at 291 Broadway, instead of at 433 Washington Street, at which new address the company will be until after May 1st, when they will be established in their permanent New York headquarters at 25 Broadway. All orders for tight barrels and shooks, domestic and export, sent to either the Pekin Cooperage Co. or the Chickasaw Cooperage Co. at 291 Broadway, New York, will receive the promptest attention.

LUMBERMEN JOIN SUIT

Acting as "friends of the court," the Long-Bell Lumber Company, of Kansas City, and the American Lumber Manufacturers' Association recently joined in the suit now pending in the Supreme Court on appeal and brought to test the so-called "invested capital" ruling of the Internal Revenue Bureau under the revenue act of 1917.

Government officials at Washington have been notified that a number of other large concerns are preparing to participate in the case which, if a reversal results, will necessitate the refunding by the Government of millions of dollars collected in taxes.

The original suit was brought by the La Belle Iron Works, which seeks to recover more than \$1,000,000 taxes paid on ore lands, which it bought for \$100,000 and which now are appraised at more than \$10,000,000.

J. J. STANTON BECOMES BENEDICT

That members throughout the trade who know the likeable J. J. Stanton, the "Knight of the Road" of the Enterprise Cooperage Company, Philadelphia, may prepare to give welcome to Mr. Stanton and his bride—that will be after January 5th, the JOURNAL carries this advance notice of Mr. Stanton's marriage to Miss Ida Marie Winters, 932 West College Avenue, Philadelphia, which marriage will take place at the bride's home January 5, 1921. The newlyweds will leave on an extended honeymoon trip through the West immediately following the ceremony, which trip will combine business with joy, and there is no doubt but that all upon whom Mr. Stanton and the new Mrs. Stanton call will give them a royal welcome.



J. S. Wittmur, Cleveland, Ala., is in the market for stave machinery.

David Garratt & Sons, 1210 South Bouldin Street, Baltimore, Md., is in the market for a rebuilt heading turner for turning oil barrel heads.

Second-Hand Barrel Group Has Splendid Meeting Chairman Cooper Presides

The first meeting of the Second-Hand Tight Barrel Group of The Associated Cooperage Industries of America was called by the national chairman, William E. Cooper, and met at the Arcadia Cafe, Widener Building, Philadelphia, Thursday, December 9, 1920, at 4.30 P. M. The meeting was called to order by Chairman Cooper, who very eloquently outlined the purpose of the meeting.

Secretary Kraft on Hand

Mr. Cooper was followed by Mr. V. W. Kraft, Secretary of The Associated Cooperage Industries of America, who stated that the Second-Hand Tight Barrel Group had been given recognition at the recent convention held at Cleveland, Ohio, and it was one of the most important factors in the cooperage business. Having such importance, it was necessary to elect a national chairman, so that this branch of the industry would have the same power as the other groups. Mr. Kraft stated very clearly that the benefits and privileges derived from the membership in the Association would be of big assistance to any one of the dealers, or those connected with the cooperage industry identifying themselves as a member of the organization.

Second-Hand Barrel Trade Has Had Phenomenal Year

Several speakers followed with points well taken, and C. Heidt, 2d, C. Heidt & Son, of Jersey City, N. J., said, that the second-hand barrel trade had a phenomenal year in the business of 1920, and it would be well for the Second-Hand Tight Barrel Group to provide themselves with a liberal margin as a working basis for 1921. It would also be necessary for this group to have committees who would work to the interest and furtherance of the industry.

Appoints Standardization Committee

Mr. H. Eppler, John Eppler Co., of Baltimore, followed, and said, that he was thoroughly in accord with the movement, but that in order to standardize the class of cooperage it would necessitate the appointing of a committee, representative of which would be from the different parts of the eastern district of the United States. It was upon movement agreed and seconded that the Chairman appoint a committee to standardize the classification of tight cooperage, also a committee for standardizing the classification of slack cooperage. The following committee was appointed on tight cooperage:

Tight Committee

Mr. Arenson, Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa., Chairman.
Jas. Stewart, Jr., Berry & Stewart, Philadelphia.
C. Heidt, 2d, C. Heidt & Son, Jersey City, N. J.
Samuel Maslow, Toporosky & Maslow, New York City.

Harry Eppler, John Eppler & Co., Baltimore, Md.
Mr. De Bussman, Brueckmann Cooperage Co., St. Louis, Mo.

Slack Committee

Stephen Briggs, Chairman, Woodside, L. I.
Carl De Bussman, Brueckmann Cooperage Co., St. Louis, Mo.
C. Heidt, 2d, C. Heidt & Son, Jersey City, N. J.
Hugh O'Donnell, Philadelphia, Pa.

C. C. Berry Addresses Second-Hand Barrel Men

Chairman Cooper requested several of those present to voice their opinion and give their views, and after hearing from several of the members, requested that Mr. C. C. Berry, of the Cleveland Cooperage Company, give us a little outline of what he thought of the activities, benefits and privileges of the association. Mr. Berry stated that he was only an outsider in the Second-Hand Barrel Group, as his firm handles new packages, but as the association includes all those connected with the industry he felt that this was a forward movement in many respects, one of them being that the members would become better acquainted and it would work out many problems which at times seem almost impossible to solve. "Some few years ago," Mr. Berry said, "the new barrel business was in just as helpless a position as the second-hand barrel business is in today, there was not any standard classification, no method to decide whether a shipment was in accordance with a contract, and no board of arbitration, to refer complaints, discrepancies, inferior material, or the several other aspects which at times accompany the sale and purchase of a commodity. However, The Association Cooperage Industries have

solved all this, so that now the new barrel business is on a sound working basis. In other words, when purchase is agreed upon the buyer knows what to expect and the seller knows what he must ship, otherwise it is a matter for the arbitration board to adjust."

Association Membership Makes for Better Business Feeling

Mr. Berry also stated that it would eliminate the feeling, and in some cases animosity, between those engaged in the industry, and through identifying ourselves with the association we would find in many instances that the fellow who for years we had thought was a bad actor was one of the most amiable persons that we had ever met. On the other hand, buyers would feel better and would rather place themselves in the hands of a member of the association to supply their wants than trusting to those who resort to unethical business practices. In closing he stated that there were two ways upon which we would build our hope, namely: harmony and work. If we have the one we do the other we naturally will get results, which means increased business to the members.

Upon motion the meeting adjourned, and at the invitation of Mr. Cooper, the Chairman, all proceeded to enjoy a very sumptuous meal, after which a vaudeville entertainment was provided at the expense of the chairman, lasting well into the night. Several speeches of a humorous vein were heard from those present and it is needless to say that every one thoroughly enjoyed himself.

The greatest satisfaction to Chairman Cooper, and a fact that argues well for the rapid growth and expansion of the size and working power of the Second-Hand Barrel Group, was the fact that 54 representatives of the industry were present, and that Secretary Kraft secured 16 applications for membership in the association at this, the first group meeting called by Chairman Cooper.

Members and Visitors Present

Following is a list of members and visitors present: Wm. E. Cooper, Enterprise Cooperage Co., Phila. Pa. Secretary V. W. Kraft, St. Louis, Mo.
C. C. Berry, Cleveland Cooperage Co., Cleveland, Ohio
R. A. Cahray, Philadelphia.
J. Warnock, Jersey City, N. J.
Wm. S. Grier, Enterprise Cooperage Co., Philadelphia
Andrew Ehlersberger, New York City.
C. C. Heidt, 2d, C. Heidt & Son, Jersey City, N. J.
L. Warnecke, Warnecke & Biers, Weehawken, N. J.
James Cosgrove, Jersey City, N. J.
I. Sukonik, Philadelphia.
I. Weiner, Philadelphia.
Harry Cohen, Bridgeport, Conn.
Samuel Maslow, Toporosky & Maslow, New York City
Morris Fisher, Philadelphia.
J. Dinietz, Brooklyn, N. Y.
H. Arenson, Pittsburgh, Pa.
C. Luntz, Pittsburgh, Pa.
M. J. Shutte, Pittsburgh, Pa.
Sukonik & Sons, Philadelphia.
Stephen Jerry, Stephen Jerry & Co., New York City.
T. A. Connor, Jersey City, N. J.
J. W. Stanley, New York City.
Harry Eppler, John Eppler Co., Baltimore, Md.
E. A. Carroll, Philadelphia.
Wm. J. Spratt, Philadelphia.
B. Resnick, Philadelphia.
Wm. O. Cooper, Philadelphia.
George Bakeoven, Philadelphia.
John J. Stanton, Philadelphia.
A. E. Eager, Philadelphia.
John S. Merzbacher, Philadelphia.
P. H. King, Philadelphia.
Harry Eilberg, Philadelphia.
Oscar E. Rother, Philadelphia.
Walter S. Thomas, Philadelphia.
Edward Cooper, Philadelphia.
Harry Cooper, Philadelphia.
Thomas Gahagan, Philadelphia.
James Stewart, Berry & Stewart, Philadelphia.
Hugh O'Donnell, Philadelphia.
Stephen Briggs, New York City.
Andrew Ritter, Philadelphia.
Charles Ritter, Philadelphia.
Jacob Cohen, Brooklyn, N. Y.
D. Chitell, New York City.

WHAT A "COST SYSTEM" SHOULD DO FOR YOU

The Fabricated Production Department is one of several service departments recently created by the Chamber of Commerce of the United States to assist its members in dealing with their common problems, especially those concerned in manufacturing and production. These include such subjects as Cost Accounting, Standards, Elimination of Excess Variety, Production Statistics and Industrial Relations, etc.

Its service will be largely educational and co-operative in character, bringing together those interested in a given problem, and by the interchange of experiences and expert advice, reaching a satisfactory conclusion whenever possible. The following article "What a 'Cost System' Should Do For You," was recently issued by Mr. E. W. McCullough, manager of the department, and will repay not only a careful reading, but the suggestions it makes should be incorporated in all such businesses as are not now protected by a cost system.

Part of the work of the Fabricated Production Department is to assist its organization members in securing for the industries they represent cost systems as practicable, yet as simple and uniform as possible. We shall not either devise or install cost systems, but by co-operative study of each situation, aided by the contributed experience of trade organizations and expert knowledge of the subject, help those who are disposed to help themselves.

Purpose and Value of Cost Accounting

Individuals' memories are limited in the number of accurate records which they can retain. Business consists of transpiring events, all of which must be properly attended to. The solution of the problem of securing reliable records of many transactions without depending upon the fallibility of memory has been through systematic methods for conducting the operations of business. One of the very important matters relating to business operations, and one in which a number of records are involved, is cost accounting.

As an Insurer of Profits

Primarily, a business to exist must make money. This means that something must be disposed of for more than it has cost. Every manufacturer, therefore, is vitally concerned with the two items—cost and profit. The problems presented in labor, materials, production costs, and keen competition have made it necessary for a manufacturer to determine and constantly to know the cost of his product in order that his business may continue to be a profitable one, and earn the margin of profit desired. There is a definite dividing line between profit and loss, and the location of this dividing line can be and should be accurately determined.

For Business Control

Cost accounting is an accurate method for arriving at the cost of producing a complete and salable commodity and delivering it to the carrier for transportation, reporting in usable records all of the various elements which go to make up these costs. Records of costs are valuable in themselves, yet it is the detailed information which they contain, available for ready reference, which is of utmost value. Accurate information regarding the various elements which go to make up costs, as contained in cost records, automatically eliminates arbitrary, empirical, or guess costs which prevail to a surprising degree among many manufacturers. The cost system, like an X-ray picture, brings to light imperfect internal conditions and suggests correction.

Increases Production

Among the many ways in which cost keeping is an aid to production are the following: It brings to light inefficiencies in system by calling to attention the cost of its operation and points out equipment that has become inadequate by showing an excessive cost of product coming therefrom; it points out employees who are below the standard required, and permits of performances being kept within certain limits by watching the accumulation of costs. Increased production depends largely on the intimate knowledge the management has of all elements in their manufacturing operations which can only be supplied through an adequate cost system. It enables them to establish proper control and increase output as warranted by the cost record.

Checks Variations from Standard Practice

In many plants considerable sums of money are spent to establish a standard practice of operation. From time to time certain variations from the established standard practice occur, affecting costs in an adverse way. Timely cost reports showing what is happening, rather than what has happened, suggest immediate correction of such inefficiencies. It is not sufficient that executives simply know that expenditures are excessive; they should be supplied with information to determine exactly where these excessive expenditures occur and

take action. Definite responsibility for expenditures as well as the authority to make the expenditures should be fixed by an adequate system of cost accounting.

Helps in Controlling Overhead or Burden

Overhead, or burden, consists of expense items which cannot be directly attributed to some particular product. It is composed of indirect labor and material, rent, etc. Overhead being variable, as related to output, and forming a material portion of a plant's expense, it is necessary that control over these accounts be rigidly kept.

Control is possible, only when accurate knowledge of the amounts entering into each item composing overhead are known. Guessing, or estimating amounts of overhead, as well as arbitrary distribution without a sound basis for the allocation is uncertain and leads to unexpected results. Sales price does not affect overhead, but the amount of overhead definitely and absolutely affects sales price.

A factory manager should have before him detailed cost reports showing the expenditures necessary to produce articles. With this information at hand, he is in a position to note the variables and put into operation the movements necessary for their satisfactory control. In this respect, the cost system is similar to the nerve system of the body, its function being to transmit information regarding conditions in the entire plant to some central individual or body.

Promotes Intelligent Competition

No one enters business to fail but the majority who do lose out do so from various causes, but principally because they disregard the question of costs. Your worst competition is largely from those who do not know what it costs them to produce and do business. When normal production returns, competition will force closer margins and costs must then be known. Why not now?

The manufacturer who bases the sales price of his product on competition without regard to real cost, stands to sell his product at a closer margin than he desires and possibly at a loss. Whether the margin of the profit is ample or not the existing conditions are not known until the date when damage done is beyond repair.

It is generally conceded that unprofitable lines should be discontinued. Where a variety of articles are manufactured in a single plant a cost system offers the only opportunity for determining positively those lines which are not profitable. Where a single article is manufactured timely information regarding costs can forestall a calamity.

The raw and semi-finished materials and finished stock are an important part of the assets of a company. Officials who do not properly account for them with respect to price, quality, and quantity, may arrive at a cost lower than is real. This means that profits be shown as greater than they are. It is obvious that if dividends are paid on the basis of such profits, the capital of the company will be depleted.

A practical, usable cost system should not be complex, but lean toward simplicity. Neither should it require an investment out of proportion to the benefits to be acquired. It should be considered a piece of necessary equipment and treated accordingly; it will return its proportion of dividends on the money paid for it.

The adoption of a cost system by a number in any industry, made uniform as to fundamentals, will be found of the greatest benefit in promoting more intelligent trade practices.

Technical accuracy in costs, especially in lines involving minute operations, is not altogether desirable or necessary, but costs commercially accurate can always be obtained.

Cost systems, both as to manufacturing and selling, should tie in with the general accounting records so that financial statements drawn will reflect all conditions of the business accurately.

In the making of a budget, the greatest possible accuracy is desirable, and here, too, the cost records of the past years afford dependable information.

When a business operates without a cost system, it is in the same position as a boat without a rudder, tossed about by the winds and directed by sources outside of those supposed to be in control, and driven towards an end which is not definite and perhaps not the one desired.

As we catch up in production a new era of competition will ensue, and war-time margins will disappear. In their place will come percentages of profit earned by efficiency and determined by accurate cost reckoning.

This department invites the correspondence of secretaries of trade or commercial organizations who desire to increase their service to their members who are interested in any common problem of manufacturing. Secretaries may obtain copies of this pamphlet for such of their members as are interested in cost determination.

THE BUFFALO COOPERAGE MARKET

The old proposition to buy a bale of cotton and help the trade out has now been passed over to the flour trade. Some of the mills are putting it on their official paper. It is always well for a consumer to have a fair amount of flour on hand, for if it is aged properly the quality is improved, especially if it is stored in wood. When one reflects that a single milling company in Buffalo could make flour enough in three or four days to provide every family in the city with a barrel the idea loses force somewhat. It is not likely that the "Buy a Barrel of Flour" movement will amount to a great deal in this section. Not much space has been given to it in the local papers.

Coopers Regard Stock Price Adjustment with Favor

Slack cooperage material shows quite a decline in price from a month ago, and coopers regard this falling off with much favor. They hope it will go still further. Millmen, on the other hand, are afraid that prices will have too great a decline, making it impossible to turn out stock with a profit. They think it likely that the reaction will go too far. Prices here are now about as follows:

No. 1, 30-inch elm staves.....	\$28.00 to \$30.00
No. 2, 30-inch elm staves.....	18.00 to 19.00
No. 1, 30-inch gum staves.....	28.00 to 30.00
No. 1, 28½-inch elm staves.....	29.00 to 30.00
No. 1, 28½-inch gum staves.....	27.00 to 29.00
No. 2, 28½-inch gum staves.....	17.00 to 19.00
Mill-run, 28½-inch gum staves, fruit...	19.00 to 20.00
No. 1, 19½-inch basswood heading.....	22.00 to 24.00
No. 1, 19½-inch gum heading.....	21.00 to 23.00
No. 1, 17½-inch basswood heading.....	19.00 to 21.00
No. 1, 17½-inch gum heading.....	17.00 to 19.00
Six-foot hoops; six-foot-nine hoops....	29.00 to 32.00

The number of apples in storage is said not to be heavy. A large part of the early fruit is reported to be already sold. A statement from Albion, N. Y., shows that about 600,000 barrels of apples are in chemical cold storage. The price on Greenings, barrel included, is \$4.50 per barrel. Some people expect the price to be \$8 a barrel before the winter is over.

The Barrel Market

Barrels are not quite as high as a short time ago. No. 1 glass barrels are quoted at \$1.35 and No. 2 at \$1.10. Flour barrels are \$1.40. There is still room for quite a drop in barrel prices, from the point of view of the buyer, and quotations are likely to be weak for some time, so that coopers will use great caution in making up stock. They are also going to be afraid to buy stock ahead. It looks like a period of quiet for some weeks, at least.

Edward B. Holmes Worked for Success of Republican Party

An appreciation of the efforts of Edward B. Holmes, president of the E. & B. Holmes Machinery Company, as chairman of a successful Republican money-raising campaign, lately appeared in the Buffalo Commercial. It was due largely to Mr. Holmes' efforts that the campaign in Erie County was a success. The amount raised for party funds was \$93,000. Over \$53,000 was spent here and \$34,000 was contributed to the Republican National Committee. The \$5,296 balance may be used for a big celebration here early in the new year. As a result of the campaign, a record was established in the number of contributions and in the smallness of the average donation.

Barrel Man Held Up

Herman Goldman, a dealer in second-hand barrels, was held up and robbed of \$84 on December 12th, and three men were later arrested on the charge of highway robbery and grand larceny. The prisoners are said to have been identified by Mr. Goldman. He tells a singular story of the hold-up. A prospective buyer, who was a stranger, came at night to look over barrels stored at the Goldman garage, and while the two were talking two other men arrived and leveled guns at them, demanding money. Mr. Goldman gave up what he had, while the other man was taken out of the garage and into the machine by the hold-up men, who said they would take him to a place where they would force him to give up all the money he had. Police believe this man was implicated in the robbery.

W. K. Jackson returned recently from a business and pleasure trip to New York. Jackson & Tindle state that coopers generally are cleaned out of stock, having bought very sparingly the past season.

W. G. Pennypacker, Jr., finds the cooperage market easier than a month ago. His Sumter mill is shut down, but the one at Williamson is running, though business is not active.

New Orleans Reports Federal International Banking Co. Open for Business. Six Million Capital Stock Oversubscribed One Million

In the December issue of the JOURNAL mention was made of a foreign trade bank that was being organized, with headquarters in this city. The organization has been completed, and by the time this number of the JOURNAL reaches its readers the new institution's doors will be open and business actually begun.

Capital Oversubscribed One Million Dollars

The amount of capital stock contemplated at first was six million dollars, but this was oversubscribed by one million, and these subscriptions came in so readily that the books will remain open for some days yet, and there is little doubt that stock will be raised to ten millions. The stockholders comprise 1,500 banks, representing nine Southern States, Louisiana taking the lead, having secured stock amounting to \$1,728,000.

As 25 per cent. of the value of the stock taken is payable immediately, the new concern, known as the Federal International Banking Company, begins business with \$1,750,000 available for immediate use, with a corresponding increase if the subscriptions are raised to ten millions.

New Orleans will have three of the new institution's twenty directors. These are John E. Boudon, president of the Whitney Bank; R. S. Hecht, president of the Hibernia Bank, and J. P. Butler, Jr., executive vice-president of the Canal-Commercial Bank.

Greatest Obstacle in the Way of Export Trade Now a Thing of the Past

The greatest obstacle in the way of the exporter has always been the financing of his deals, as many of the best and strongest of foreign buyers demand credits, or at least payment only on arrival of the goods, which terms many shippers are not in position to grant. This difficulty is now a thing of the past, for the new bank, having branches abroad, and with every facility for knowing the customer's standing, will carry the obligation, handle the foreign paper, and will be able, as permitted by the Edge Act, under which it operates, to lend up to ten times its actual capital, so that, with ten millions of stock subscribed, it will have a lending power of one hundred millions, or, with only the amount of stock that has at this moment been subscribed, it will have a lending power of seventy millions.

Terminal Facilities Being Rapidly Improved

Terminal facilities here are improving daily, and warehouse facilities will soon be all that could be desired. The National Export and Import Company has bought the great seven-story building of the American Sugar Refining Company, at Front and Iberville Streets, for use as a warehouse, and will at once begin work equipping it with the latest improved elevators and conveyors for the economical handling of goods. Their business with Latin-American countries has assumed imperial proportions, and their new warehouse will do much to encourage trade with those countries.

No Delay in a Financial Way, Even if Shipments Are Held Up

When for any reason export shipments are held up at this port, the goods can be stored at minimum cost, and, thanks to the new bank, the shipper can get immediate pay for them, the bank granting the credit to the purchaser.

Present Prospects Are That the Sugar, Syrup and Molasses Production Will Be Greater than Last Season

Early in the fall this section suffered greatly from a degree of cold that was unusual and unseasonable here, and as there was not sufficient labor to be found to take prompt and proper care of the cane crop, some of the planters suffered considerable loss.

While this loss was serious for the individuals on whom it fell, it was not sufficient to affect the general average, and it is now found that the output of sugar, syrup and molasses is much greater this season than last, and, consequently, the demand for sugar and molasses barrels is greater, even though some buyers have been obliged to reduce or cancel their orders.

Vast Quantities of Sugar Barrels Being Used

The American Sugar Refining Company is now making and using vast quantities of barrels. They are in the market for Louisiana raw sugars, but are not securing any large quantities, for the reason that most of the sugar mills throughout this State have discontinued the selling of raw sugar and are now refining their

own products—sending out the refined sugar that must be shipped in the best barrels obtainable, so that the gunny sack, once a strong competitor of the barrel in the sugar business, has almost sunk to an unknown quantity in the trade.

Export Trade Saves New Orleans from Car-Shortage Inconvenience

We have heard of car shortage at points up the road, but the export business through this port brings so many cars here for unloading that this section suffers less from car shortage than does other places. It really seems that as long as railroad cars continue to be used the New Orleans coopers will be able to get their share of them.

To See Clearly and Judge Correctly, Cooperage Man Must Look Both Ways at Once

If you look up the news of the cotton industry you will be alarmed to learn of the number of gins that are idle, and of the failure of the crop at various places, but if you look at the vegetable oil mills in this section you will find most of them in operation, some of them overtime, and that they are using cooperage the same as ever, if not in larger quantities. We cannot see where there is any fault to be found in the condition or extent of the business in cooperage for cottonseed products.

The produce market follows the course of the weather, sometimes good and sometimes bad, and so the demand for produce barrels varies from very strong to zero, and back again, the average being good, and growing better fast, as the season advances.

The Question of New Timber Tracts

Perhaps the most vital question with some cooperage stock men now is, where will we locate after our present holdings of timber are exhausted? Good timber locations are getting pretty scarce, and it is probable that the best locations unoccupied, unconsidered and in easy reach of this market, are to be found along the 156 miles stretch of the Tombigbee River between Demopolis, Ala., and Columbus, Miss. In that region there are billions of feet of various kinds of hardwoods, most of them suitable for cooperage stock, still standing, many of the tracts being strictly virgin timber.

Opening a Waterway to Virginia Timber

Just at this moment this magnificent forest region is not accessible, at any reasonable freight rates, but the Mississippi-Warrior River Service has barges now in use, and others building that would be used on that stretch of the Tombigbee if it were made navigable. To make that part of the river navigable six locks and dams are needed. Engineers have declared that this work is practicable, but it will not be done until freight to make it pay is in sight.

To Those Interested

Now the idea is this: If you are looking for a good timber location you can find it on the upper Tombigbee. The market for your products is assured here in this city. Communicate with Col. John P. Mayo, of the Mississippi-Warrior barge line, and get an estimate of what freight rates are likely to be by the time you have something to ship over his line, then submit an estimate of the amount of freight you will be able to furnish the line from your new location, and if the total amount of freight so offered is sufficient, the locks will be installed and the barges in operation by the time you are ready to make shipment. You will not have to bet on any uncertainties. You can be sure you are right before you go ahead.

A Fine Opening for Mill Men to Reach New Orleans

Col. Mayo says that when their entire permanent fleet is placed in operation they will be able to give semi-weekly service between New Orleans and St. Louis. The trip upstream will occupy twelve days, with a tow of 5,000 tons. The trip downstream will occupy but five days, with a tow of some 10,000 tons. This certainly looks like a fine opening for mill men to reach New Orleans.

Apropos of Falling Prices

There has been a great deal of newspaper hysteria lately about an alleged general reduction of prices, and a lowering of the cost of living, but the cooperage people here are unable to find where this has helped them any.

It is true that the price of sugar has fallen, but we cannot see how the sugar mills can, with any show of

justice, ask the coopers to bear any part of their loss, if they really suffer any loss.

The price of automobiles and of accessories has fallen, but the charge for half-soles shoes remains about the same. The prices of silks and of furs have declined, but we can find no material decrease in the price of blue cotton overalls and jumpers. We are told that the canning factories have been hard hit by the sale of low-priced surplus army stocks, but out in the sticks men are paying the same old prices for their canned goods, and have not noticed any perceptible slump in the prices of the good old boarding house staples, red beans and rice, when sold at retail. So it comes that stove jointers and pilers and logging crews have not combined, as workers in some sections are said to have done, and asked their employers to reduce their wages on account of the alleged reduction in the cost of living. So far as we can see, the cost of producing staves, heading and hoops in this section remains about the same as it was when prices were at their peak, and the man who makes any great reduction in the price of his stock is taking a serious risk. If there are any very low-priced barrels to be had we cannot understand how they are made.

THE CHARLES MUELLER CO., LTD., NOW THE CANADA BARRELS & KEGS, LIMITED

JOURNAL readers will be specially interested in the announcement of the change of name of one of our leading and largest Canadian cooperages, which advertising announcement duly appears this month on page three, being to the effect that the firm heretofore known as The Charles Mueller Company, Limited, of Waterloo, Ontario, will hereafter go under the name of Canada Barrels & Kegs, Limited.

A short sketch right at this time of the history of The Charles Mueller Company, Ltd., now the Canada Barrels & Kegs, Limited, will, we feel, be of interest, especially when one considers the rapid and continued expansion of business that this firm has enjoyed since its establishment.

The business was founded in 1872 by Mr. Charles Mueller, Sr., who, in spite of his 84 years, still enjoys good health, though no longer interested in the company. For some years Mr. Mueller conducted the business as a hand cooper shop. Some years later his son, the late J. Charles Mueller, went into business with him, and in 1904 the first machinery was installed. The business grew rapidly, and, in 1906, a new factory was built on its present site. Since then, even the new plant has been trebled in size.

In 1914, the firm was incorporated into The Charles Mueller Company, Limited. In the fall of 1916 J. Charles Mueller, who had been managing the business since 1904, died, and since that time the company has been managed by Mr. Leo Henhoeffler, who was formerly accountant, and under his management the company has continued to make rapid and telling progress. This past summer alone the company spent \$50,000 for improvements and extensions to the plant.

The Charles Mueller Company, Limited, line of manufacture was both kegs and barrels, from five gallons up to sixty gallons, using oak, ash, gum and fir timber, their plant having a capacity of 1,800 to 2,000 packages per day, and it is this line of manufacture that the newly formed company, the Canada Barrels & Kegs, Limited, will take over and continue.

All those interested in the newly formed Canada Barrels & Kegs, Limited, are local men, and it will be of interest to note from the officers mentioned below that the name "Seagram," which is widely known as connected with one of the largest and oldest Canadian distilleries, is now well represented in the new company.

Mr. Henhoeffler remains with the new company as general manager and secretary-treasurer.

The following are the newly elected officers: President, E. F. Seagram; first vice-president, T. W. Seagram; second vice-president, N. Seagram; general manager and secretary-treasurer, Leo Henhoeffler; assistant secretary-treasurer, J. B. Salm.

That the Canada Barrels & Kegs, Limited, will continue to increase and expand its business activities is assured, since it is a foregone conclusion that the same courtesy and consideration that has always been the company trademark, coupled with the quality of their product and the care and attention bestowed upon all business entrusted to them for handling, will be found unvaried.

432,000 BARRELS TOTAL CRANBERRY YIELD

The Government crop report gives 432,000 barrels as the total cranberry yield for 1920. Massachusetts yields 291,000 barrels, New Jersey 122,000 barrels, and Wisconsin 35,000.

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and the highest in timber value, and the best in experience and efficiency in manufacture has always gone into our product. That is why the "QUALITY TELLS" stock user always secures high quality rating for his barrels. We also manufacture TIGHT STAVES and HEADING. With fifteen mills we are equipped to handle any and every size order for SLACK or TIGHT COOPERAGE STOCK.

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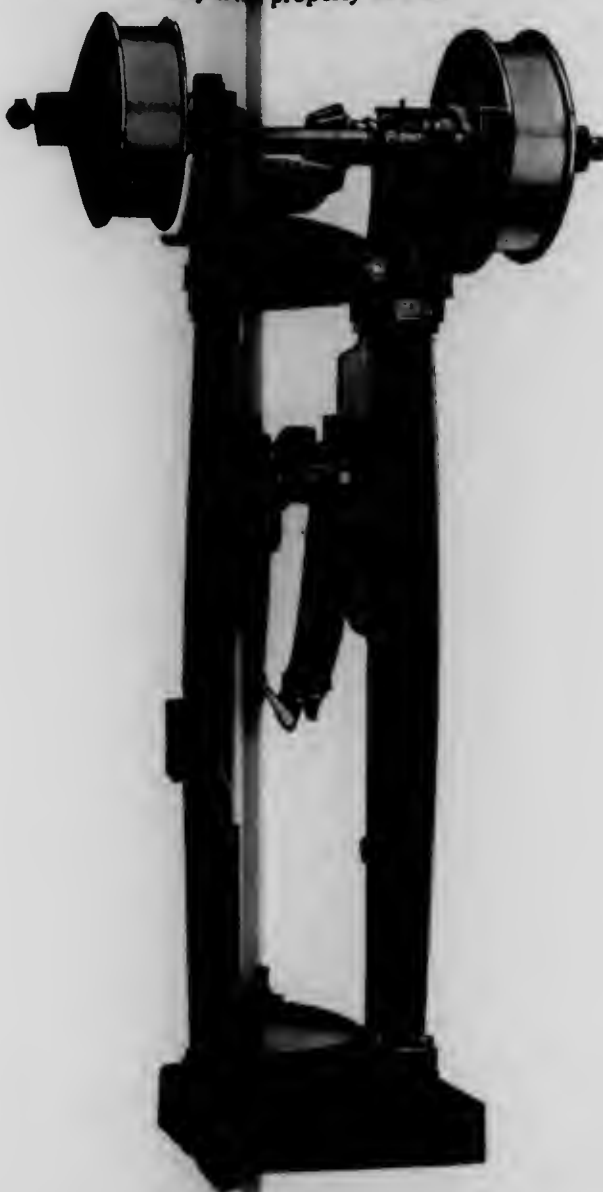
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During this season, when the stress of business is temporarily forgotten, and the high tension of modern industrial effort relaxed for a brief interval, we pause to contemplate with satisfaction and appreciation the nice volume of "Bone-Dry" Heading business given us by our good customers in the past year.

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DEPARTMENT OF The ASSOCIATED COOPERAGE INDUSTRIES of AMERICA

OFFICE OF SECRETARY, A20 RAILWAY EXCHANGE BLDG.,
ST. LOUIS, MO.

Combination Rates

The Interstate Commerce Commission, Bureau of Traffic, has recently issued a statement outlining method of constructing combination rates, and which is explanatory of their special permission to carriers to effect a change in the application of Kelly's (formerly Morris') tariff, No. 228. Statement follows:

"Since August 26th some uncertainty has existed as to combination rates subject to 'combination rules' in Eugene Morris' tariff No. 228, I. C. C. U. S. I., and to combination rules in individual tariffs applying upon petroleum and other commodities. Increases somewhat in excess of those contemplated by the opinion of the commission in ex parte 74 resulted as to rates subject to tariff 228, whereas in the case of many existing combination rules on petroleum oil and other commodities either no increase or less increase than was intended by the opinion of the commission accrued.

The attention of carriers having been called to this subject by the commission, an understanding has been reached under which applications have been filed by them with the purpose of making combination rules more definite and bringing about in all cases substantially the increases intended. Special permission No. 5938 has been this day issued by the commission authorizing carriers to file tariffs on five days' notice providing substantially, as follows:

(a) A revision of all rates and charges in Eugene Morris' combination tariff No. 228, increasing all deductions therein provided to the extent of 33 1/2 per cent. This will substantially have the effect of eliminating the excess increase resulting from the tariff as now worded."

"Rate on lumber August 25, 1920, point A to point C, 38 cents, composed of rate A to B, 10 cents, plus rate B to C, 30 cents. Rate A to B, increased under ex parte 74, 25 per cent, becomes 12 1/2 cents. Rate B to C, increased 33 1/2 per cent, becomes 40 cents. Combination through rate from A to C, effective August 26th, became 10 cents, plus 35 cents, plus 5 cents, or 50 cents, which is determined by applying to the August 25th rate of 12 1/2 cents A to B the table shown in Section 5 of Agent Kelly's tariff 228, deducting 5 cents from the factor B to C and adding 5 cents to the sum of such reduced factors. Under the revised tariff now authorized the deductions are to be increased 33 1/2 per cent, becoming 6 1/2 cents and 3 1/2 cents, respectively. Therefore, the combination through rate from A to C will become 9 cents, plus 33 1/2 cents, plus 6 1/2 cents, or 49 cents."

The change in the factor to be deducted and added to 6 1/2 cents instead of 5 cents has been published, and became effective December 1, 1920.

Bureau of Internal Revenue Important Ruling

By the ruling of the Committee on Repeals and Review, Bureau of Internal Revenue, Treasury Department (Bulletin No. 43-20, Income Tax Rulings, Treasury Department), it is now optional to the taxpayer to make his inventory at the end of the year on a basis of cost or market value, which ever is lower: provided, only, that which ever is adopted must be adhered to in the future.

Contracts with Non-Members

The attention of all interested is called to the necessity of incorporating into all contracts with non-members of this Association a provision to the effect that the contract is subject to the rules governing sales and settlements, adopted by the Association and in force at the date of the contract or other agreement. This is necessary in order to charge the other party with notice of such rules, and it is advisable, because to do so saves writing out all of the details of such stipulations. If co-operation can be secured in this matter it will result in the uniformity of contract, and thus obviate many of the disputes which now arise, quite as much from uncertainty as from unwillingness to perform.

Cost

With Bulletin No. 112 we supplied you with a copy of pamphlet entitled "What a 'Cost System' Should Do For You," issued by the Fabricated Production Department of the Chamber of Commerce. It is recommended that you carefully read that pamphlet. A few extra copies are available and will be supplied upon request. Existing conditions call for an accurate knowledge of manufacturing costs.

Increase in Flour Milling

The recent report of the Federal Trade Commission on "Commercial Wheat Flour Milling" shows that the wheat flour output increased but 20 per cent. from the period 1899 to 1919, whereas the population grew at twice that rate.

Kelly's Tariff No. 8, Effective Dec. 1, 1920

Upon investigation we understand that the purpose of this tariff, so far as it applies to lumber and forest products taking lumber rates, is to equalize the combination rates so far as possible to the proper basis of through rates as authorized by the decision of the Interstate Commerce Commission in ex parte No. 74, also that the provisions of the tariff are of a temporary nature and are intended to apply only pending the publication by the carriers of through rates, where proper, on the basis authorized by the Commission.

The special permission of the Interstate Commerce Commission under which the tariff was published, as well as the tariff itself, provides that such through rates will be published within six months of the effective date of the tariff.

Prepayment of Freight Charges to Canada

The Interstate Commerce Commission has recently approved the rules proposed by carriers providing for the prepayment of freight charges in United States currency on shipments destined for Canada, so far as the portion of charges accruing to the carriers for that part of the transportation which takes place within the United States is concerned.

I. & S. Docket No. 1240

The Interstate Commerce Commission has suspended, until March 22d, schedules proposing the cancellation of and increase in water competitive rates on lumber and articles taking lumber rates from points in Florida, Georgia, Virginia, eastern Alabama and the Carolinas to Baltimore, Md., Philadelphia, Pa., New York and Boston.

Ten-Class Scale

Announcement has recently been made that the proposed ten-class scale for official classification territory will shortly be submitted to the public.

Transit Privileges

The Interstate Commerce Commission has recently vacated its suspension order in I. & S. Docket No. 1193. Revised tariffs applying between Arkansas, Louisiana, Missouri and Oklahoma, provide for the shipment outbound of tonnage equaling 40 per cent. of the weight of inbound rough green lumber.

Use of Coal Cars

Effective November 16th, the restrictions against the use of open-top cars for loading other than with coal, was removed.

Open Shop

Resolution adopted by the Association at Cleveland, Ohio, Nov. 10, 1920:

Resolved, That in accordance with the American spirit of liberty, and in the belief that the welfare of the nation's business and industry will be best conserved thereby, the Associated Cooperage Industries of America, in convention, hereby endorses and approves the Open Shop and urges upon its members the full observance of the same.

Labor Board

Resolutions adopted by the Slack Cooperage Stock Group at a meeting held in Cleveland, Ohio, November 9, 1920:

Resolved, That in order to meet and adequately cope with existing labor conditions and to provide for dealing with such contingencies as may arise in the future, a committee of five, to be known as the Labor Board, be appointed by the vice-president to make a survey of the situation and after due consideration to recommend a uniform maximum wage scale, a uniform system of working conditions, and general plan of dealing with such labor situations as may arise hereafter, together with such other suggestions as to them may seem advisable; and

Resolved, further, That this committee report the result of the work to a meeting of the group to be called when the secretary of the Association is informed that the committee is ready to report, and held at such place as the vice-president and the two members of the Executive Committee of this group shall determine.

Transportation Facts on Demurrage and Storage Charges

The Bureau of Internal Revenue recently announced the revocation of T. D. 3022. So that Article 51 of Regulations 49 revised will be as follows:

"Article 51, Storage Charges.—Amounts paid for storage, if a part of transportation, are subject to tax. Storage after delivery to owner is not a part of transportation. Storage by or in behalf of a carrier furnished to a shipper on receipt of his goods for shipment or storage by or in behalf of a carrier at destination before delivery to owner, whether in outside warehouse or otherwise, is a part of transportation and subject to tax. However, where the consignee has been notified of the arrival of a shipment at destination and fails to remove it within a reasonable time after such notification, the transportation is considered as having ended after such reasonable time, and charges for storage thereafter are not subject to tax." (T. D. 3096.)

Article 2 has been revised to include demurrage among the services incident to the movement of property by carriers and therefore imposes a tax on demurrage charges.

Article 51 as amended removes the tax on storage charges that accrue after notice of arrival and the expiration of a reasonable time for the removal of the goods.

Trade Opportunities

Tight

Ralph L. Fuller & Co., Inc., 81 Fulton Street, New York City, are in the market for a large quantity of white oak or red oak, 18/19 gallon, 6-hoop, knocked-down kegs, for export shipment. Quotations c. i. f. Shanghai, or f. a. s. both New York and San Francisco. E. G. Billingsley, 2104 McCallie Avenue, Chattanooga, Tenn., desires to secure some ten-gallon oak kegs. (Slack ad in Delineator.)

J. C. Mendez & Co., Lavalle 341, Buenos Aires, Argentina, desires to make a suitable connection with an American manufacturer of wine barrels for the sale of their product in Argentina and Uruguay. Reference: Buenos Aires branch of the National City Bank of New York.

A brewing company in Japan desires to purchase knocked-down beer hogsheads of 70, 63 and 83 hectoliter sizes; also beer barrels of one-eighth, one-fourth and one-half hectoliter sizes of quarter sawn oak, with four iron hoops; other specifications to be same as for American beer hogsheads and barrels. They must be in hectoliter sizes, not gallon. Quotations c. i. f. Kobe. Reference: For further particulars refer to Bureau of Foreign and Domestic Commerce, or branch offices, referring to Opp. No. 34051.

Slack

The Hershaw Fuller & Goodwin Company, Elyria, Ohio, desires to get in touch with manufacturers of slack barrels; use 2 or 3 cars a month.

Second-Hand Slack

The H. P. Deuser Company, Hamilton, Ohio, is in the market for second-hand slack barrels, one head; use approximately 300 a month; ordinary apple, potato or sugar barrel. (Delineator.)

CEMENT FIRM ASKS NEW RATE HEARING

The Atlas Portland Cement Co. has filed with the Interstate Commerce Commission at Washington a petition for rehearing on its own complaint, which alleges that rates on cement from its mill at Hudson, N. Y., and from the Lehigh district in Pennsylvania to points in New England, subject the Atlas Co. to undue prejudice and disadvantage and give the Lehigh district undue preference and advantage. The complaint further alleges that the rates on cement from points in New England are unreasonable.

Following a recent hearing in the complaint Attorney Examiner Mackley submitted a proposed report to the commission, in which he says that the record does not establish that the rates from Lehigh to New England are below the cost of service or unreasonably low, or that the carriers unduly prefer Lehigh by failing to claim the benefit of a constructive mileage over certain routes from the Lehigh district.

WANTED—CAL. CASON

The present employer of Cal. Cason, stove joiner, or anyone who knows his whereabouts, will do us a great favor by writing us at once. We wired this party \$60.00 for transportation for himself and two others, and he never came to Houston and has kept the money for his personal use. Naturally we are very anxious to locate him.—HIRSCH COOPERAGE CO., Houston, Texas.

THE PENNSYLVANIA BARREL LAW

The new law providing for standard barrels for fruits and vegetables in the State of Pennsylvania, and which law became effective December 16th, is as follows:

Section 1. (a) The standard barrel for fruits, vegetables and other farm products, other than cranberries shall be of the following dimensions when measured without distention of its parts: Length of stave, 28½-in.; diameter of heads, 17¼-in.; distance between heads, 26-in.; circumference of bulge, 64-in., outside measurement; and the thickness of staves not greater than 4/10-in.: Provided that any barrel of a different form having a capacity of 7,056 cu. in. shall be a standard barrel.**

(b) The standard barrel for cranberries shall be of the following dimensions when measured without distention of its parts: Length of staves, 28½-in.; diameter of head, 16¼-in.; distance between heads, 25¼-in.; circumference of bulge, 58½-in., outside measurement; and the thickness of staves not greater than 4/10-in.

(c) The legal subdivisions of the standard barrel for fruits, vegetables and other farm products, other than cranberries, and of the standard barrel for cranberries shall be the third, half and three-quarters barrel, respectively.

Section 2. The capacities of the standard barrel for fruits, vegetables and other farm products, other than cranberries, and of the legal subdivisions thereof, are as follows:

Size—	Cu. in.	Bushels*	Quarts*
Barrel	7,056	3.281	105
¾ barrel	5,292	2.461	78¾
½ barrel	3,528	1.641	52½
¼ barrel	2,352	1.094	35

Section 3. The capacities of the standard cranberry barrel and its legal subdivisions are as follows:

Size—	Cu. in.	Bushels*	Quarts*
Cranberry barrel	5,826	2.709	86 45/64
¾ cranberry barrel	4,369.5	2.032	65 1/64
½ cranberry barrel	2,913	1.355	43 11/32
¼ cranberry barrel	1,942	0.903	28 29/32

*Struck measure.
**This provision is made mandatory by the United States Standard Barrel Law, approved March 4, 1915 (35 Stat., ch. 158, p. 1188, 63d Cong.).

Section 4. (a) Any barrel having the dimensions specified for a standard barrel for fruits, vegetables and other farm products other than cranberries, in Section 1 of Regulation 2 of these rules and regulations, or any barrel or a subdivision thereof having the capacity specified in Section 2 of Regulation 2 of these rules and regulations, is a legal standard barrel or a legal subdivision thereof for fruits, vegetables, or other farm products other than cranberries. No other barrel or subdivision thereof in barrel form is a legal container for cranberries.

(b) Any barrel having the dimensions specified for a standard barrel for cranberries in Section 1 of Regulation 2 of these rules and regulations, or any subdivision thereof having the capacity specified in Section 3 of Regulation 2 of these rules and regulations, is a legal standard barrel or a legal subdivision thereof for cranberries. No other barrel or subdivision thereof in barrel form is a legal container for cranberries.

Regulation 3—Marking

Section 1. All standard barrels and legal subdivisions thereof, for fruits, vegetables and other farm products other than cranberries, hereinbefore provided for, must have the following marks plainly and conspicuously branded or stenciled in black ink on the outside of one end or on an equally conspicuous place in block letters and figures in type the size of 36-point Gothic or larger.

(a) The capacity in the following terms:

- 1 standard barrel or 1 standard bbl.
- ¾ standard barrel or ¾ standard bbl.
- ½ standard barrel or ½ standard bbl.
- ¼ standard barrel or ¼ standard bbl.

(b) The name and address of the packer.

Section 2. All standard cranberry barrels and legal subdivisions thereof, hereinbefore provided for, must have the following marks plainly and conspicuously branded or stenciled in black ink on the outside of one end or on an equally conspicuous place in block letters and figures in type the size of 36-point Gothic or larger:

(a) The capacity in the following terms:

- One standard cranberry barrel or 1 standard cranberry bbl.
- ¾ standard cranberry barrel or ¾ standard cranberry bbl.
- ½ standard cranberry barrel or ½ standard cranberry bbl.

¾ standard cranberry barrel or ¾ standard cranberry bbl.

(b) The name and address of the packer.

Regulation 4—Tolerances and Variations

Section 1. The tolerance established hereafter for the dimension specified as "distance between heads" shall be applied as follows on the various types of barrels in use:

(a) When a barrel or subdivision thereof has two heads, the tolerance shall be applied to the distance between the inside surfaces of the heads and perpendicular to them.

(b) When a barrel or subdivision thereof has but one head and a croze ring or other means for the insertion of a head, such as an inside hoop, etc., at the opposite end, the tolerance shall be applied to the distance from the inside surface of the bottom head and perpendicular to it to the inside edge of the croze ring, or to a point where the inside surface of a head would come were such head inserted in the barrel.

(c) When a barrel or subdivision thereof has but one head and no croze ring or other means for the insertion of a head, such as an inside hoop, etc., at the opposite end, the tolerance shall be applied to the distance from the inside surface of the bottom head and perpendicular to it to a point 1¼-in. from the opposite end of the staves in the case of a barrel or a ¾-bbl., and to a point 1-in. or ¾-in. from the opposite end of the staves in the case of the ½-bbl. or ¼-bbl., respectively.

When a barrel or subdivision thereof has been manufactured with but one head and no croze ring or other means for the insertion of a head at the opposite end, and it is desired to insert a second head, the croze ring shall be so cut that the inside edge shall not be more than 1¼-in. from the end of the staves in the case of a barrel or ¾-bbl., or not more than 1-in. or ¾-in. from the end of the staves in the case of the ½-bbl. and ¼-bbl., respectively, or the other means shall be so adjusted that the inside surface of the head when inserted shall not exceed these distances from the end of the staves.

Section 2. The tolerance established hereafter for the dimension specified as "diameter of head" shall be applied to the diameter of the head over all, including the part which fits into the croze ring of the completed barrel.

The tolerance established hereafter for the dimension specified as "effective diameter of head" shall be applied as follows on the various types of barrels and subdivisions in use:

(a) When a barrel or subdivision thereof has two heads, the tolerance shall be applied to the mean of the average diameters from inside to inside of staves at the inner edges of the heads.

(b) When a barrel or subdivision thereof has but one head and a croze ring or other means for the insertion of a head at the opposite end, the tolerance shall be applied to the mean of the average diameters, one taken from inside to inside of staves at the inner edge of the head, the other from inside to inside of staves at the inner edge of the croze ring, or from inside to inside of staves at a point where the inside surface of a head would come were such head inserted in the barrel.

(c) When a barrel or subdivision thereof has but one head and no croze ring or other means for the insertion of a head at the opposite end, the tolerance shall be applied to the mean of the average diameters, one taken from inside to inside of staves at the inner edge of the head, the other taken from inside to inside of staves at a point 1¼-in. from the end of the staves in the case of a barrel or ¾-bbl., or at a point 1-in. or ¾-in. from the end of the staves in the case of a ½-bbl. or ¼-bbl., respectively.

The standard allowance for depth of croze ring shall be ¾-in. Therefore, the standard "effective diameter of head" in the case of the standard barrel is 16¼-in. and in the case of the standard cranberry barrel is 15½-in.

Section 3. Whenever in these rules and regulations the error on a dimension is mentioned, this error shall be determined by taking the difference between the actual measured dimension and the standard dimension. The error is an error in excess and is to be preceded by a plus sign when the measured dimension is greater than the standard dimension. The error is an error in deficiency and is to be preceded by a minus sign when the measured dimension is less than the standard dimension.

(a) The standard dimensions of a barrel for fruits, vegetables and other farm products other than cranberries and of a barrel for cranberries, with which the actual measured dimensions are to be compared, are as follows:

Dimensions—	Inches	Inches
Diameter of head	17¼	16¼
Effective diameter of head (see Section 2)	16¾	16
Distance between heads	26	25¼
Circumference of bulge, outside measurement	64	58½
Length of stave	28½	28

(b) In the case of all subdivisions of the barrel for fruits, vegetables, and other farm products other than cranberries, and all subdivisions of the barrel for cranberries, the following dimensions hereby are standardized for the purpose of the application of tolerances, and the actual measured dimensions are to be compared with these:

Subdivisions of Barrel for Fruits, Vegetables and Farm Products Other Than Cranberries

Dimensions—	¾-bbl. Inches	½-bbl. Inches	¼-bbl. Inches
Effective diameter of head (see Section 2)	15¾	13¾	11¾
Distance between heads	23½	20¾	18
Circumference of bulge, outside measurement	58½	51½	45½

Subdivisions of Barrel for Cranberries

Dimensions—	¾-bbl. Inches	½-bbl. Inches	¼-bbl. Inches
Effective diameter of head (see Section 2)	14¾	12¾	11
Distance between heads	23	20	17½
Circumference of bulge, outside measurement	53¾	47	41¾

Section 4. For the purpose of the application of tolerances, barrels for fruits, vegetables, and other farm products other than cranberries hereby are divided into two classes as follows:

Class 1 shall include (a) all barrels no dimensions of which is in error by more than the following amounts, and (b) all barrels one or more of the dimensions of which are in error by more than the following amounts, and which in addition have no dimension in error in the opposite direction:

Dimensions—	Tolerance, inches
Effective diameter of head	¼
Distance between heads	¼
Circumference of bulge, outside measurement	¼

Class 2 shall include all barrels at least one dimension of which is in error by more than the amounts given above, but which in addition have at least one dimension in error in the opposite direction. (This class includes all barrels mentioned in Section 1 of Regulation 2 in the proviso reading: "Provided, that any barrel of a different form having a capacity of 7,056 cu. in. shall be a standard barrel.")

Section 5. (a) The tolerances to be allowed in excess or in deficiency on the dimensions of all barrels of Class 1 shall be as follows:

Dimensions—	Tolerance, inches
Diameter of head	¼
Effective diameter of head	¼
Distance between heads	¼
Circumference of bulge, outside measurement	¼
Length of stave	¼

If no dimension of a barrel of Class 1 is in error by more than the tolerance given above, then the barrel is within the tolerance allowed.

If one or more of the dimensions of a barrel of Class 1 is in error by more than the tolerance given above, then the barrel is not within the tolerance allowed.

(b) The tolerance to be allowed in excess or in deficiency on all barrels of Class 2 shall be 1½-in. (1.5 inches), and this tolerance is to be applied to the result obtained by the application of the following rule:

Having determined the errors of each dimension and given to each its proper sign (see section 3), add the errors on the effective diameter of head and the distance between heads algebraically and multiply the result of 1.67 (or 5/3). Then add this result to the error on the circumference of bulge algebraically. If the result obtained is not greater than the tolerance given above, then the barrel is within the tolerance allowed; if the result is greater than the tolerance allowed, then the barrel is not within the tolerance allowed.

NOTE.—To find the algebraic sum of a number of quantities having different signs, first add all those having the opposite sign; then subtract the smaller sum from the larger, giving this result the sign of the larger quantity.

(c) The tolerance to be allowed in excess or in deficiency on the dimensions of all barrels for cranberries shall be as follows:

ESTABLISHED OVER ONE HALF CENTURY



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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

CANCELLATION OF ORDERS AND REPUDIATION OF CONTRACTS

In sending out its second bulletin, "The Cancellation of Orders and Repudiation of Contracts," the Fabricated Production Department of the United States Chamber of Commerce, says:

Since our last report on August 17th, the so-called "Cancellation Evil" seems to have broken all bounds, and in most lines of trade is receiving much attention.

Opinion seems to group under three heads:

First: That it is the result of war-time irregularities and will pass as we return to a normal basis.
Second: That we are now reaping the results of the loose business practices inaugurated before the war, when many lines were in a state of overproduction and the measures taken to unload this surplus were demoralizing. Those entertaining this belief feel that the remedy is in a general reformation of our system of order-taking, making each order a contract enforceable by law.

Third: That we have been drifting away from the fundamentals of sound business and the "Golden Rule," and that we must return to a stronger belief in the rights of others and a higher regard for our own integrity if the change is to be permanent.

A Serious Matter

Earlier in the year when cancellations began to trickle in they were almost welcomed by those having more orders than production, but as prices began to crumble and the tide of refusals to perform set in, the seriousness of the situation was manifest, for it brought with it a curtailment of production in lines which had not reached the volume of normal requirements.

The retailer cancelled to the jobber and wholesaler and they in turn to the manufacturer, and he to those supplying his raw materials—a literal "passing the buck" and shirking of responsibility regardless of consequences. Sellers had encouraged buyers by misleading paternalism in assuming many of the natural responsibilities inherent to their customers' functions as merchants. "We will take care of you," or "you may return the goods," are examples of some of the undermining factors when the pinch came. Everybody seemed to be doing it, and it was by no means confined to the weak, but houses of more than ordinary standing permitted their buyers to get rid of their responsibility. It is said "big" buyers coerced sellers by threatening to cut off future purchases if contracts were enforced. Last but not least, it is claimed that banks favored cancellations as a rapid means of house-cleaning and bringing business back more quickly to a normal state. If the latter conclusion has any merit the fact should not be lost sight of that somebody paid the bill, for, between May and November, the failures both in manufacturing and among merchants increased rapidly.

Dun gives the total volume of commercial failures in May, 1920, as \$10,826,277, and in October, 1920, as \$38,914,659, while the October, 1919, total was \$6,871,966. But the monetary loss was not the greatest loss, although many went to an untimely business grave because somebody did not "make good."

The apparent lowering of business standards has made doubtful the value of business written and placed upon the books for future shipment. Production schedules could not be definitely worked out because of this increasing doubt.

The Remedy

There is a strong feeling that this thing must not happen again, and to that end many trade organizations have met and formed committees and bureaus to deal with it.

NEW YORK CITY, N. Y.
CHICAGO, ILLINOIS
THEBES, ILLINOIS
LOUISVILLE, KENTUCKY
RIVES, MISSOURI
CROWDER, MISSISSIPPI
CEDAR SPRINGS, MICHIGAN
ST. JOSEPH, MISSOURI
MEMPHIS, TENNESSEE
MOBILE, ALABAMA

The Credit Co-operative and Credit Methods Committee of the National Association of Credit Men have met twice to consider it, and they suggest truly there seems to have been a dulling of public conscience. Should one who habitually repudiates his contracts and orders be given a higher credit rating than he who lets his notes and drafts go to protest? They also feel that one remedy, and as a safeguard against the unscrupulous, would be that each line of trade should at once examine its contract-making and order-taking methods to bring them strictly with legal lines. This is practical and can be immediately applied.

We feel, however, that perhaps the most effective remedy must be the one that will call us back to "first principles," to where we can "point with pride" to our house as one that "fills its orders and keeps its contracts."

There are many in all lines who have, through all this upheaval, stood steady and right—preferring to take loss rather than war a lifetime record of good performance.

The advertising men redeemed their line from discredit by standing for "clean advertising"—it meant a loss of business and money to those who pioneered it, but the fight was won and it paid.

What shall the "slogan" be that can be used in a countrywide campaign to clean up unjust cancellations, broken contracts and bad faith? We will have one, but you have an opportunity to suggest it now.

Before we legislate for the other fellow, let there be a pause for self-examination—will we do what we expect our customers to do? The department in this matter feels it is representing the best interests of the Chamber membership in placing this situation before them and asking direction. There is no patent remedy, but out of the wisdom of many we shall find the right way.

How shall we act for you?

PACKING COMPANIES MERGE

A combination has just been effected between the Acme Packing Co., of Chicago, and the Indian Packing Corporation, a Delaware corporation, under which the new company will be operated under the name of Acme Packing Co. The management of the combination is in the hands of C. E. Martin. The Acme Packing Co. has sold to a syndicate of New York and Chicago a \$1,850,000 issue of six to ten-year 8 per cent. convertible first mortgage bonds, and also a large block of capital stock of the company. In addition to Mr. Martin, president, the management will consist of the following: Meyer Katz, vice-president; John M. Clair, vice-president; A. C. Tolde, secretary and treasurer.

USE AMERICAN OAK STAVES AND HEADING, BUT PRESENT PRICE TOO HIGH, SAYS AUSTRALIAN BARREL MANUFACTURER

In a letter just received from an Australian subscriber, the Federal Cask Company, Pty., Ltd., Footscay, Victoria, Australia, who are tight cooperage manufacturers turning out maize syrup, tallow, beer and wine casks, they say:

"During the last half year we have turned out 10,000 maize syrup, 3,000 tallow, 2,275 beer, and 1,200 wine casks. Our lines of machinery used are J. S. Oram, F. & B. Holmes and Glader Machine Co. As to timber, we use American oak, Australian blackwood and mountain ash and New Zealand kauri and pine. As you know, we are sometimes in the market for American oak staves and heading, but at present prices are too high."

1921 Calendars 1921

The most noteworthy thing about the Christmas spirit manifest throughout the cooperage industry this year was the increase of card "greetings," each and every card bearing not only a hearty yuletide greeting, but an additional expression of personal appreciation and good-will which breathes of the business fellowship that invariably brings the "Sender" and "Receiver" closer together. The receipt of Christmas and New Year greetings by the JOURNAL has been both heavy and (the cards) most beautiful, and to each and every one of our friends who have remembered us we want to extend sincere thanks as well as to say that every good wish and expression is reciprocated in the fullest measure. If the New Year, just opening up, brings to our industry but the barest portion of the many good things the JOURNAL wishes for its trade and every member thereof, each and all will enjoy the greatest year of success, prosperity and happiness that they have ever known.

C. M. Van Aken Cooperage Co., slack cooperage stock manufacturers, of 141 Broadway, New York, have chosen a fine bit of calm, cool and restful country, in fresh spring dress for the picture part of their colorful 1921 calendar, and though the picture is untitled, it breathes forth its own name, which we interpret as being "The Quiet Road." The month pad of the calendar bears the most impressive question: "What greater gift than this—a year of time?"

W. R. E. King, slack barrel manufacturer, of 236½ North Centre Street, Cumberland, Md., has chosen the beautiful Indian picture by Arthur, entitled "Minnehaha," for his 1921 calendar. Rich in color, of the softest and deepest blended blues, and with the pensive Indian maid well in the foreground seated upon a rock and dangling one bare foot in the silent river, while she plaits her raven tresses, the picture gives forth a sense of solitude which only the silent Indian knows how best to enjoy and profit by.

Louis Cote, Reg'd., tight cooper and dealer in all kinds of barrels for the fishery trade, 83 Sault au Matelot, Quebec, has made use of a very excellent wharf photograph of one of his tight barrel consignments as the picture adornment of his 1921 calendar, and as the picture shows to good advantage just the thing that every cooperage man is most interested in, "The Wooden Barrel," there is no doubt but that the Cote calendar will meet with much approval.

"The Call of the Hills," a hand-painted water color after the original by Edwin Lamasure, is the lovely subject which adorns the 1921 calendar of The Harlan-Morris Manufacturing Co., tight barrel and stave manufacturers, of Jackson, Tenn. With its slow and graceful river winding its careless way along the foot-ridge of purple, azure, gray and brown hills on one side, and the soft, green-grassy fringe of flat land on the other, from which flat land some clustering trees, undressed by autumn, stand like latticed shadows, through which one can gaze upon the hills beyond—the picture depicted justified its right to the chosen title. The calendar pad bears the beautiful wish—

"May health attend you,
Love defend you,
And Heaven send you
Joy this year."

A most beautiful bit of femininity, sweetly meditating beside a silent stretch of moon-kissed lake, is the pretty creation that adorns the 1921 calendar of the W. W. Wilson & Wrape Stave Co., kiln-dried and jointed tight barrel stave manufacturers, of Little Rock, Ark. The calendar is panel-shaped and the date pad large and clear.

J. C. Penoyer Company, "The House of Friendly Service," tight and slack cooperage stock and machinery, 8 South Dearborn Street, Chicago, Ill., remembered their host of friends and customers with a very fine, large barometer, hoop-shaped, and so delicately it is adjusted and so highly prized that strictest orders have been given for its quick removal from the danger zone, when activities are specially warm in and around publication date. The barometer carried beautifully through the mail, arriving in excellent condition.

Although up to time of acknowledgment the Christmas messenger which manager J. W. Donaldson, of the Vail Cooperage Co., slack stave, heading and hoop manufacturers, of Ft. Wayne, Ind., sent us, has not come to hand, we know that when it does arrive that it will more than bear out all predictions concerning it as well as fitting in splendidly with the following cordial letter sent by Mr. Donaldson, as a forerunner of his company's 1921 greetings to their many friends and customers. Mr. Donaldson says: "A messenger from us. A real one, we think. She is enclosed under separate cover. Her mission is two-fold. Through her we want to thank you for your good will evidenced in our business relations of the past year. Second, it is our earnest hope that she comes to you as a harbinger of a bigger and better business between us for the ensuing year. With kindest personal esteem and heartiest wishes for the New Year of 1921, permit us to subscribe ourselves."

A most practical and useful remembrance was received from the Louisiana Cooperage Co., Ltd., Plaquemine, La., in the shape of 12 fine lead pencils, all bearing the firm's name and address. This Christmas gift was received with special acclaim by our youngest and newest aspirant for journalistic honors—namely, our new office boy, as the novelty of the modern pencil sharpener has not yet passed for him. Therefore, pencil sharpening being right at this time the one joy of his daily labor, his cry of exaltation upon receipt of the Louisiana remembrance can well be imagined.

"The Love That's Nearest Heaven," a hand-painted water color after a photograph from life, is the beautifully tender subject title of the picture which adorns the 1921 calendar of A. L. Hayes Co., tight stave manufacturers, of Nashville, Tenn. Nothing reaches the heart quicker than a picture of a mother and her babe, and as no lovelier mother or more appealing babe gazed forth upon one than the two that grace the A. L. Hayes Company's New Year's remembrance, we are sure that this calendar will be highly prized.

The Bratt & Lang Barrel Co., dealers in all kinds of barrels, Racine, Wis., remembered their many friends with a very fine calendar pad, in book form.

Parties wanting anything that comes under any of the following heads, will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I.F.C. means inside front cover. I.B.C. means inside back cover.

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One Oram hung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
One Straff tight barrel windlass
One Oram oil barrel trusser
One Oram crozing, chamfering and leveling machine, revolving heads.
One hung-boring machine made by the Cincinnati Cooperage Company
One Oram heavy laring and punching machine
One Oram barrel-turning lathe
Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.
All machines in stock at Fort Wayne, Indiana.
NOBLE MACHINE COMPANY,
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MACHINERY EXCHANGE.—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.
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For Sale—Rebuilt Cooperage Machinery

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1—Power Windlass.
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200—Truss Hoops.
Also 1 New Hoop Driver.
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Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
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Manufacturers of the "Greenwood" Stave and Heading Machinery,
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1816-20 LOCUST ST. :: PITTSBURGH, PA.
Wholesale Dealers in
Second-Hand Barrels of Every Description
Always have large quantity on hand. Always in the market for Barrels and Heading
WRITE US WHEN YOU NEED BARRELS

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FOR SALE—COOPERAGE MACHINERY
1—No. 13½ Holmes heading-up machine with extra set of rings and dies for 55-gallon barrels; also extra nut.
1—"Oram" double rivet machine.
1—"Oram" Windlass.
1—"Oram" hoop roll.
All the above barrel machinery in good running condition.
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1—20 x 40-inch Whitney Stave Saw, with extra saw.
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FOR SALE.—Complete slack cooperage equipment—50 H. P. boiler, 35 H. P. engine, 20x42" Whitney saw with extra saw, Gerlach double-wheel jointer, equalizer and cut-off shafts belting and pulleys; complete and in A-1 condition. Address "G. C. C.," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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1—Holmes No. 95 double end trusser.
1—Holmes No. 38½ slack barrel crozer.
1—Holmes No. 97 hoop nailer, all necessary forms and truss hoops for making 17½", 19½" and 19¾" barrels.
1—Perfection heading up machine, also special built motors with extended shafts for driving these machines with direct drive, no countershafts required.
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FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address **STONE HILL WINE CO.,** Hermann, Mo.

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WANTED—IN WEST VIRGINIA OR SOUTHERN STATES
10 to 20 million feet of virgin Hardwood Stumpage, mostly, or all, forked leaf white oak, on or near railroad or on good all year road to railroad. Should such timber proposition have on it already a saw mill or tight stave mill, would consider purchase of whole—both timber and mill.
Would buy in fee or stumpage only.
Write full particulars.
RAPP LUMBER CO., PINE BLUFF, ARK.

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Large firm of shippers, importers and exporters, with good cooperage connections in Great Britain, are open for a few good agencies for all kinds of cooperage stock and requisites. Address "EXPORT OPPORTUNITY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

EXPORT OPPORTUNITY

SWISS BUSINESS MAN, actually residing in Spain, knowing English, French, Spanish and German; thoroughly acquainted with business organizations; energetic and progressive, and with important relations with European Cooperage market, wants position as export representative with company who requires and pays good for knowledge, ability and experience. Open to accept position in early spring. For particulars address "SWISS," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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FOR SALE.—About 240 sets 20" white oak and about 300 sets 20" red oak heading. **AMERICAN BARREL COMPANY,** 297 Bridge Street, Salem, Mass.

HELP WANTED

WANTED—HEADING MAKERS

Experienced Heading Jointers and Pinners on Oil Barrel Heading. Highest wages. One year's work in sight, good stock, excellent working conditions. Only experienced men apply. **VACUUM OIL COMPANY,** Rochester, N. Y.

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Tight Cooperage Stock Wanted

Always in the market for
White Oak, Red Oak,
Ash and Gum Staves
and Heading,
For Lard and Oil Tierces,
and Pork Barrels.

We also buy Slack Cooperage Stock

Quotations Solicited

Swift & Company

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South St. Joseph, Mo.

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Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

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Successors to WRIGHT BARREL AND COAL CO.

JACKSONVILLE, FLORIDA

Manufacturers of **TIGHT COOPERAGE**

Oil and Tallow Shooks for Export

Correspondence Solicited

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Columbia and Water Streets :: Portland, Oregon

We carry a large stock of second-hand Barrels *Fir and Cider, Vinegar, Lard, Glucose and Oil Barrels Oak*

We are in position to furnish you barrels for all purposes **Write Us When in Need**

When in the Market for Any Size or Grade of **Slack Staves, Heading and Hoops**

WRITE

THE J. V. WALSH COMPANY 707-8-9 PEOPLES BANK BUILDING PITTSBURGH, PA.

Hoop Nails Hoop Staples Hoop Fasteners

Bright, Blued, Coppered or Galvanized

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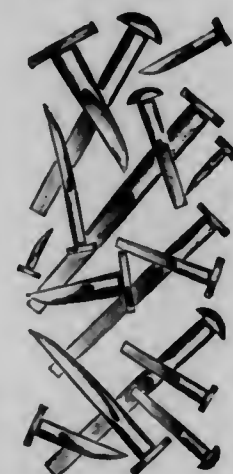


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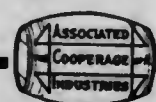
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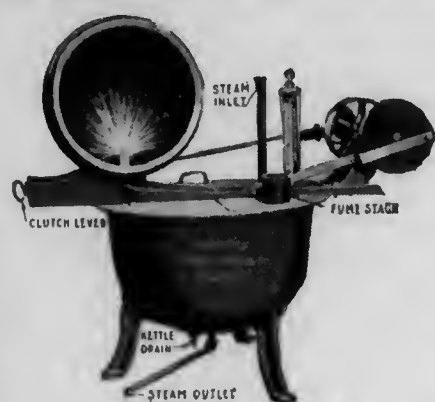
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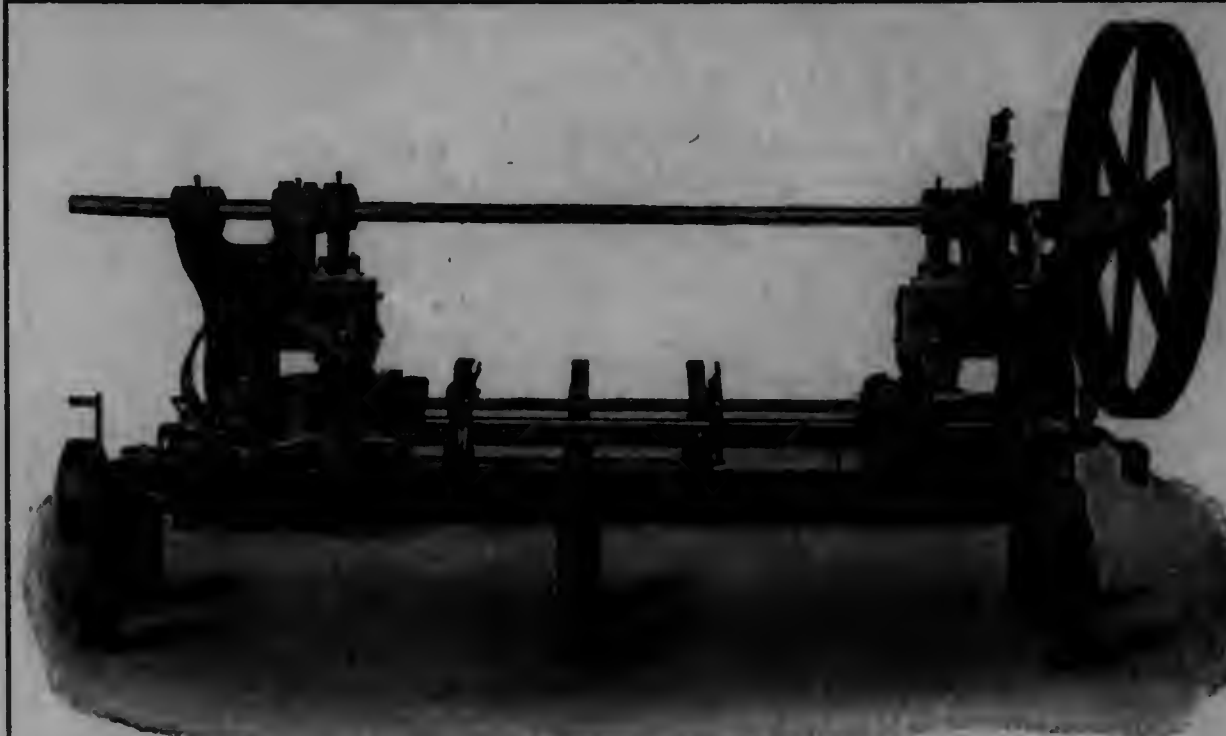
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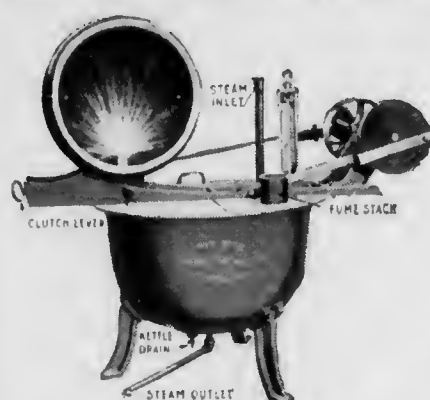
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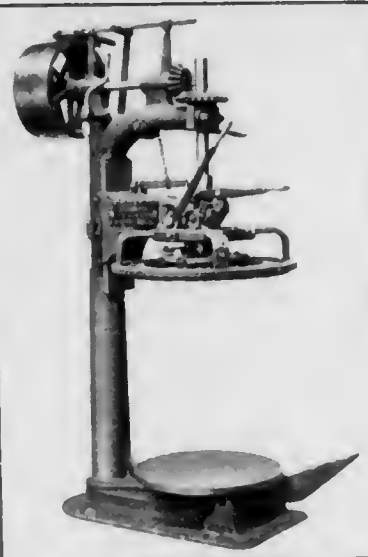
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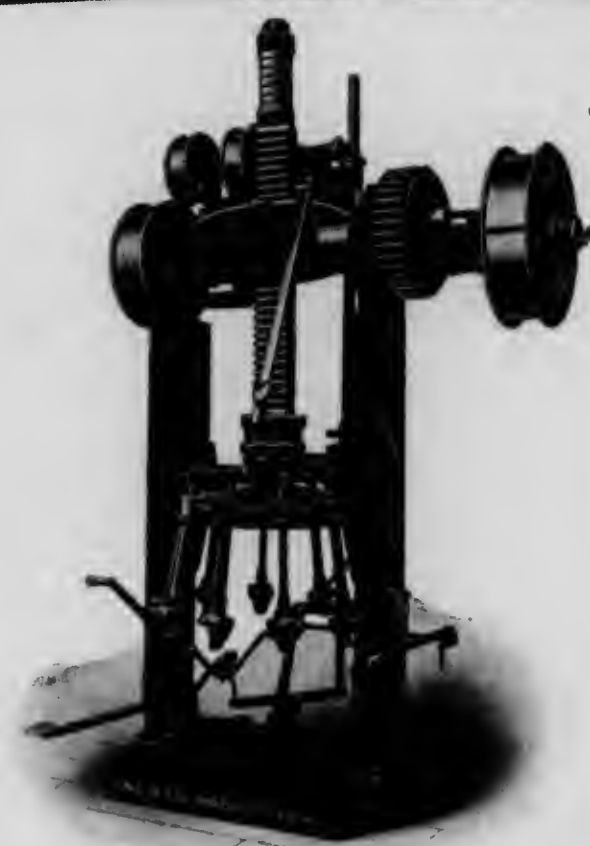
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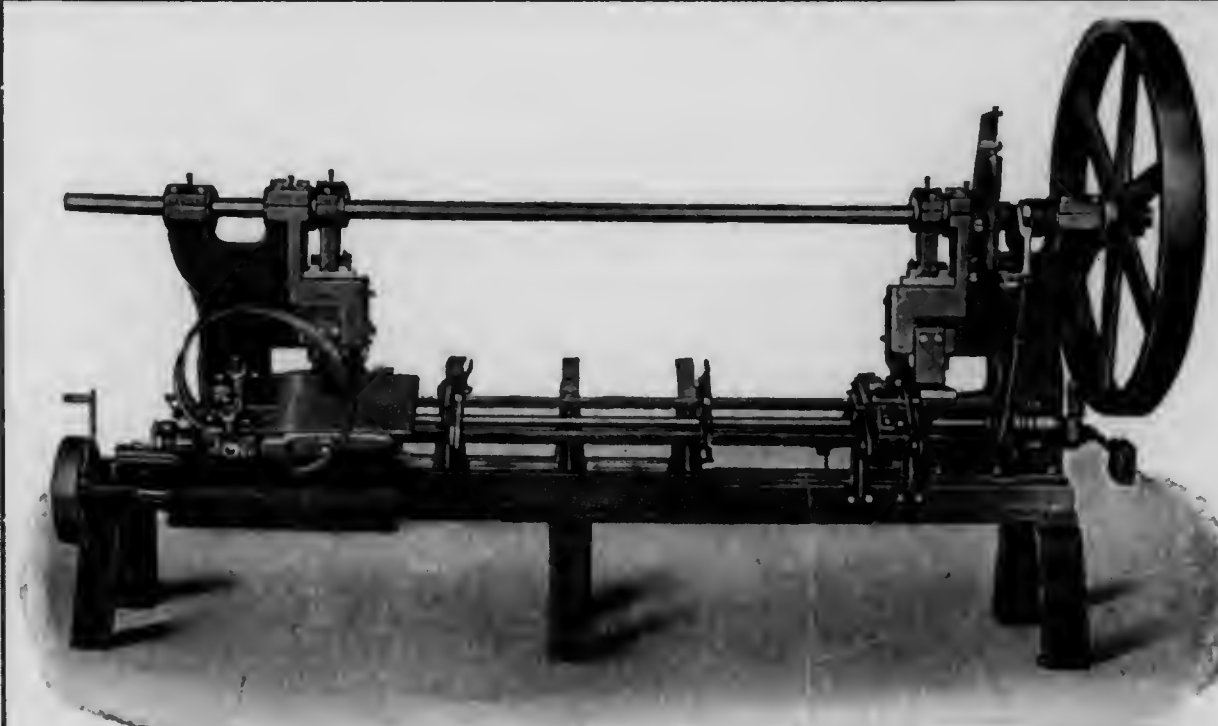
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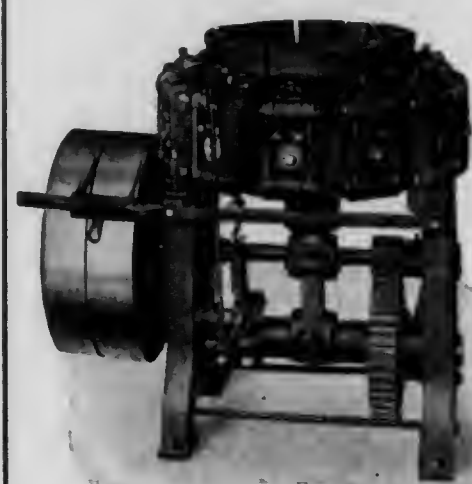
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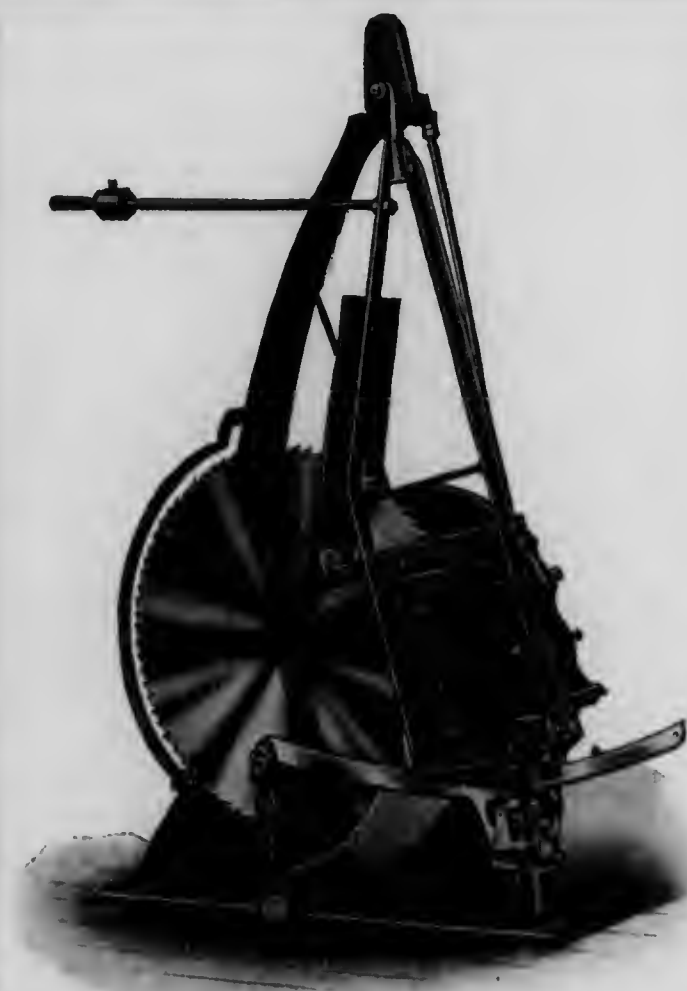
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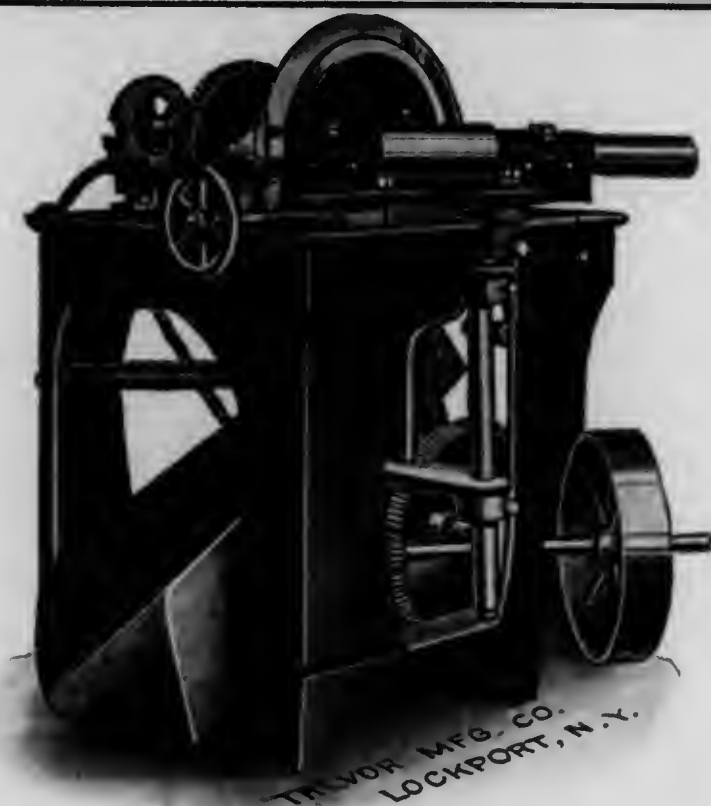
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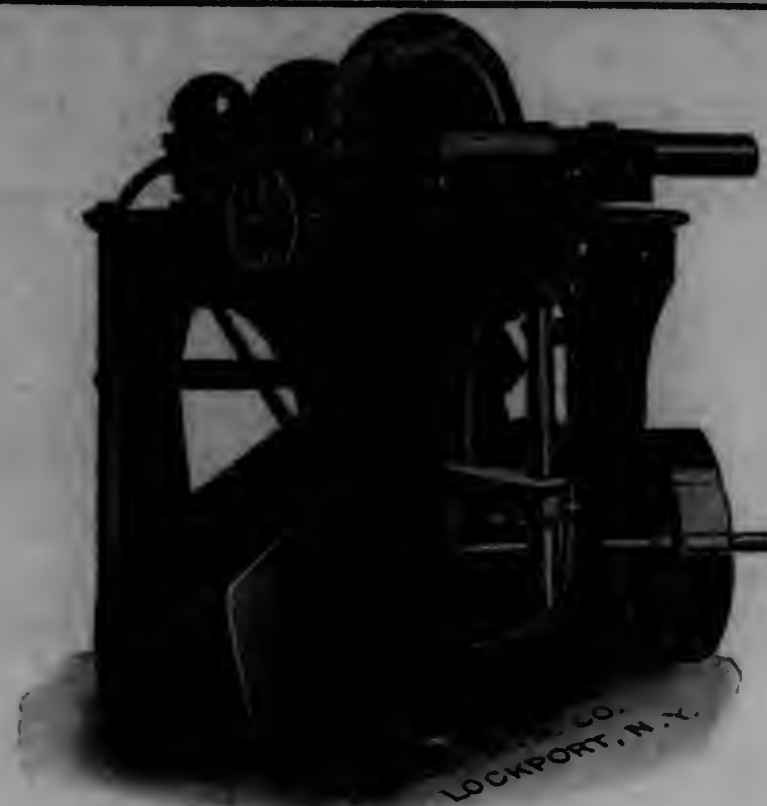
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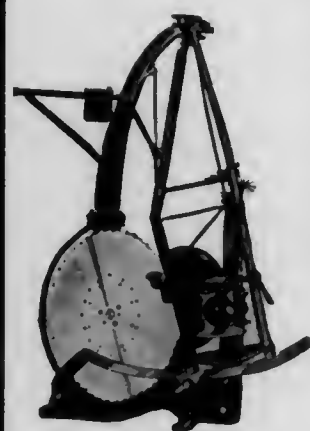
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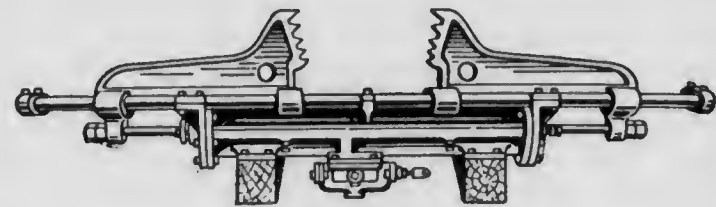
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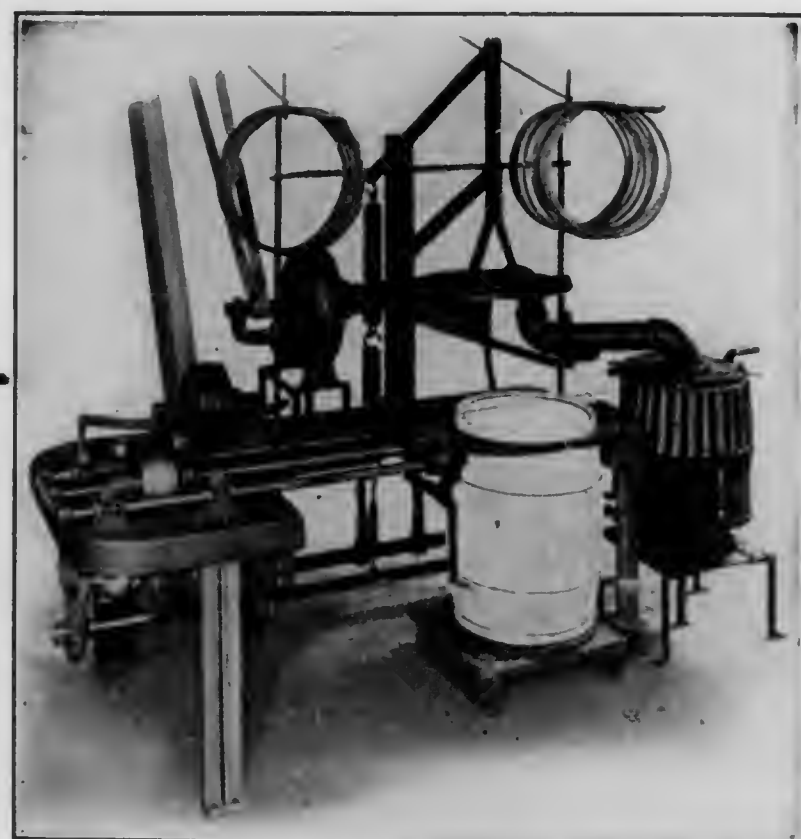


Everything required for Cross Cutting
and Dogging.

Our STEAM DOGS and DRAG SAWS

are standard equipment in every
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HILL-CURTIS CO.
SAW MILL AND WOOD CUTTING MACHINERY
OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN



The highest point in machine efficiency is the "Perfection" Heading-up Machine

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cooperage. Repeat orders and the successful opera-
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Improved and Patented
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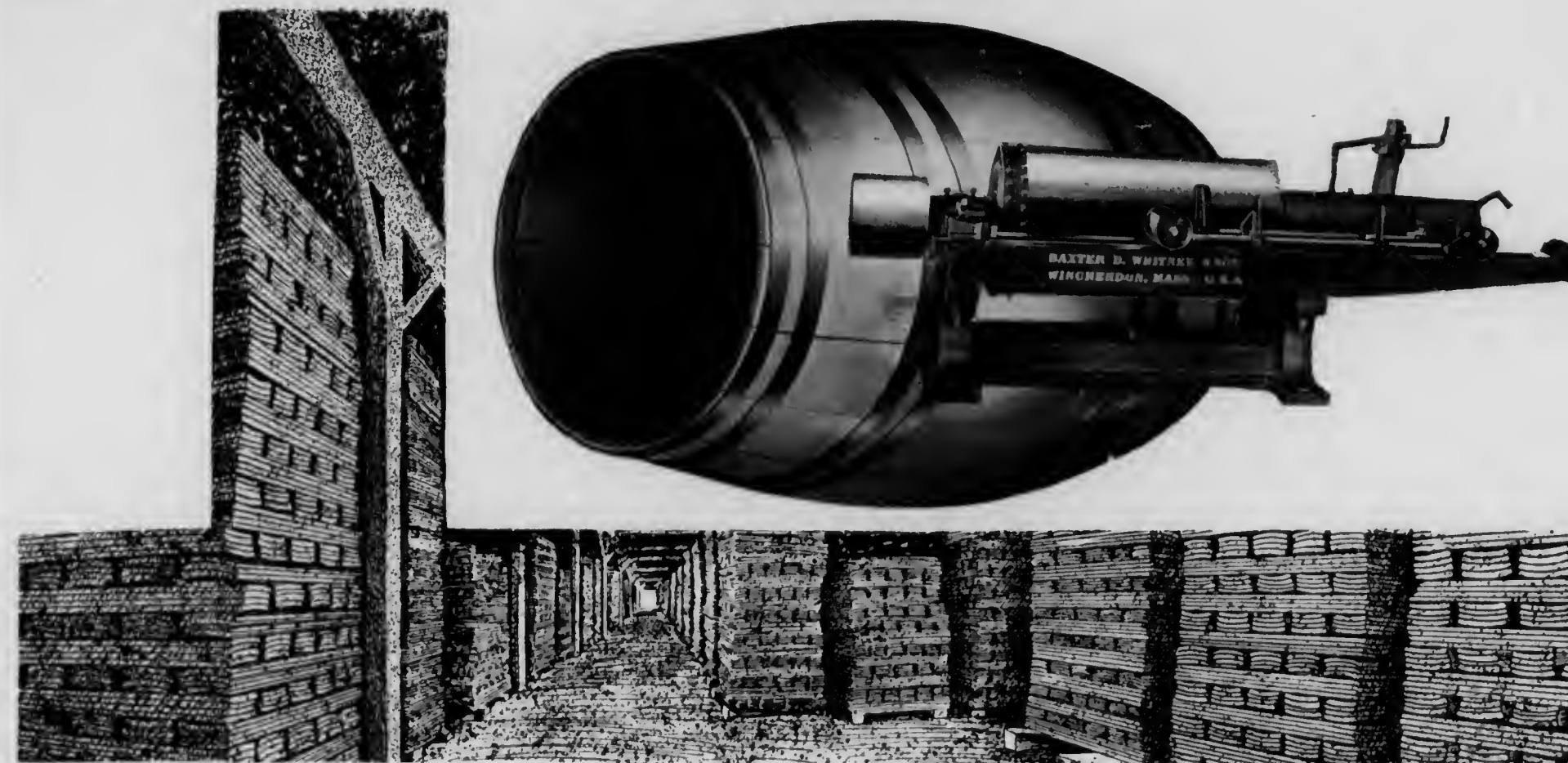
With new solid base and other
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The Best and Most
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Heater on the Market

K. W. JACOBS COOPERAGE CO.

MILWAUKEE, WIS.

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Whitney Saw Drums are of uniform thickness throughout—made from steel thick enough to give them the necessary stiffness and rigidity at the teeth. That's why they do not shiver and shake all over when they strike a tough bolt.

The Stave Gauge Board can be set as quick as a flash to take off a thick or a thin slab from a crooked bolt. Snap it back again and you get a perfect stave. That counts for many a stave in a day's run. For further information write us or our Agents.

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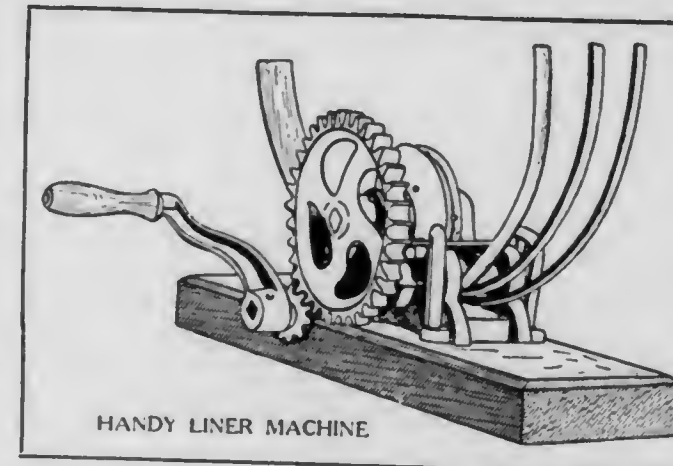
IN

COOPERS' TOOLS AND SUPPLIES

Don't Throw Away Your Broken Hoops

GET one of these
money saving
machines. Make head
liners out of your broken
hoops. It pays for
itself in a short time;
it works so easy that a
boy can operate it.
This is only one of our
many celebrated tools.

TRUSS HOOPS BOTH
WOOD AND IRON



HANDY LINER MACHINE

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and be convinced. No time like the present.

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Largest Exclusively Coopers' Tool and Supply House in the World
If it comes from HYNSON you know it's right.

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SOUND HEADS

And steady nerves are necessary these days to keep business on an even keel. Also it was never more important than now to put sound heads in slack barrels, because quality is again being recognized as the real standard of value.

If you would be sure that the heading you use is high grade and reliable in every respect, see that your next order specifies our "Bone-Dry" brand.

"Bone-Dry"—A Sound Buy!

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SALES OFFICE: Cape Girardeau, Mo. PLANT: Morehouse, Mo.



FORTY YEARS IN THE BUSINESS

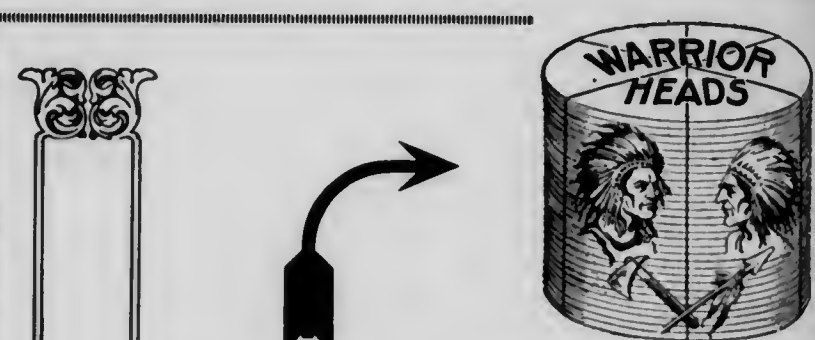
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MANUFACTURERS OF

**TIGHT
BARREL
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HEADING**

Red Oak, White Oak and Ash
from 9" to 23" in diameter
of the best quality

Write us when in the Market



**WARRIOR
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means PINE HEADING
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Any size Heading from 12 inches to 24 inches



Use the "Acorn" Grade

The E. A. Parker Stave Co.
BENTON :: :: ARKANSAS

We **Tight Barrel Staves**

Kiln-dried, Jointed and Bundled
THE KIND YOU WANT

FIVE ARKANSAS MILLS—BENTON, CARTHAGE, FULTON, LAWSON AND HASKELL

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, FEBRUARY, 1921

\$2.00 PER YEAR
VOL. XXXVI, No. 10

Pronounced Indications That First Shock of Business Depression is Over, Says Archer Wall Douglas. Everywhere Production is Automatically Adjusting Itself to Demand

Although the general business situation has changed but little during the past months, there are pronounced indications that the first shock of the present depression is over, in the opinion of Archer Wall Douglas, chairman of the Committee on Statistics and Standards of the Chamber of Commerce of the United States, in his monthly report on business conditions, issued January 22d by The Nation's Business.

"The most cheering and hopeful feature of the situation is the fast spreading realization that what we are going through is the only possible way to teach us the indispensable need of hard, conscientious work, some thought of obligation to our tasks, and getting back once more to those temporarily lost arts of salesmanship, of common sense merchandising, of economical, efficient production and distribution," says Mr. Douglas.

"Only thus can we give service in every phase of national life. The railroads have set the example of retrenchment, by company, by team work, and by the best service they have given in years. And that is what every other business will have to do if it is to save its soul alive.

"Automatically everywhere production is adjusting itself to demand. This phase has finally reached the iron and steel industry, and is general throughout industrial life. Textile mills got theirs first, and consequently, because of lower costs of production, seem farthest advanced on the road to readjustment. At this writing, more of them are resuming than shutting down. Automatically the situation is tending to a more normal relation between supply and demand, which means the solution of many of our problems.

"Dealers, who on a falling market are endeavoring to sell only on high prices they paid, rather than on replacement costs, are fooling only themselves as to their ability to get away with it; as are also those manufacturers who have elaborate reasons why they should maintain war prices indefinitely. The sooner, within a reasonable time, both of them take their medicine, the sooner we will return to normal times.

"The general thought of business men everywhere is fast crystallizing into the resolve to find some way out of the difficulty, some method to chime in with operations of those natural laws which must finally work out the complete solution of our numerous problems. Unfortunately the remedies so far proposed in Congress are mere temporary expedients of which it is doubtful whether they will even accomplish their passing purpose. The fundamental soundness of the situation is widely felt. The general mental attitude, while recognizing the completeness of the collapse of inflation, perceives that it was not only inevitable but necessary before a more enduring basis could be reached. This is the basis for that widespread undertone of confidence in the not far distant future. Always provided, of course, that we work out our salvation with common sense and judgment, rather than with fear and trembling.

"There is much surface, but often superficial, optimism as to the near future, as a good deal of it is obviously intended for public consumption. Some of it, too, would be more convincing if it did not come from those who live in a financial atmosphere and have scant personal knowledge of actual conditions prevailing in that vast stretch of country beyond the ken of those in the great congested centers. That so many, living in the scenes of stagnant trade, and low prices for farm commodities, still have reasonable confidence in the future, is the best assurance we have in the belief (in meteorological phrase) that the 'center' of the depression is now passing over us.

"To those who still seek comfort from that ancient fetish, the gyrations of the stock market, as prophesying the future, all they have to do to be disillusioned is to contrast the curves of twenty industrials and twenty railroads during the past five months, to see how utterly at cross purposes they are, and how little they indicate the actual situation.

"While industrial life is steadily tending to increased economy and efficiency in production, the great world of agriculture is adding day by day to its enormous wealth-producing capacity. The raisin crop of the San Joaquin Valley was sold last season for \$50,000,000 and weighed 182,000 tons. The sugar cane syrup crop of the South has become a matter of great local importance and last year brought \$45,000,000 to its producers.

"Wisconsin has 75,000 silos, those great reservoirs of winter feed for livestock, while Michigan claims 82,000, with the number increasing all the time. In Wisconsin over 8,000,000 tons of silage were cut in 1920. We are steadily increasing our production of sugar from sugar beets and in 1920 the yield was about 1,000,000 tons, or 25 per cent. of our domestic consumption."

**USING THE "INVENT" IN INVENTORY MEANS
INCREASED PROFITS**
By I. B. B.

To get the most out of any inventory it is necessary to use the "invent" of that inventory. The "tory" part, the conservative part, is simply checking up old methods—finding out what has already been accomplished. The "invent" part is the finding out by original study of the inventory, new and better ways of doing things.

Every carefully and thoroughly taken inventory is full of suggestions of new and better ways of doing things. It may show that one class of business or service is more profitable than any other. This suggests featuring and pushing the most profitable phase of the business. It may show that a particular group of customers is more profitable than any other group. This suggests that it will be well to concentrate to a greater extent upon this group.

Many a business has been pulled back from the brink of bankruptcy and carried to the pinnacles of prosperity by using the "invent" of inventory. Many another business has gone down to ruin because inventories were used only to check up past results. They were not used as guide posts to future action.

A complete inventory is a detailed description and list of everything used in the business: stock, fixtures, equipment and every asset and liability of the business. It is also well to include a record of the employees, either as individuals or as groups, and the percentage of customers or patrons lost or gained.

Inventory Employees and Customers

When employees accomplish less during any given year than they have during previous years, these employees are becoming a liability rather than an asset. When they accomplish more they are becoming a distinct asset. A lost customer is always a liability. Enough of them will drive any business into a financial grave. New customers may be an asset and they may be a liability. It depends upon how they were secured and how satisfied they are with the service the concern renders them. Old customers who are thoroughly satisfied are always one of the greatest assets any business can possibly have.

A firm without capital or credit, but with a large following of old and satisfied customers is in a better position than a concern with unlimited capital and credit but with a high rate of turnover in its customer list. A firm with a large following of satisfied customers, however, very rarely lacks capital and credit. All such firms find it necessary to do is to prove that they have this following of old and satisfied customers to secure all the capital and credit that they desire.

Study Customer List

This being the case, it is apparent that if all the assets and liabilities are to be listed in the inventory, it is necessary to study the list of customers and to divide this list into new, old and lost customers. This list alone studied in connection with the other facts that the inventory mearths is bound to point to ways and means of making the business much more profitable in

the future than it has been in the past. This is using the "invent" in inventory.

Closely connected with satisfied customers is the loyalty of the employees. A high labor turnover may be traceable to the same cause to which the high customer turnover is traced. The high labor turnover may be the cause of the customer turnover. New employees may bring with them new customers, and when these employees leave they may take with them some or all of their customers. No matter whether it is a hotel clerk or a shoe salesman, if he is popular with the customers of the concern for which he works, at least some of these customers are going to follow him if he goes to a new concern.

Watch the Labor Turnover

A high labor turnover is due to one of two things. The policy of the company or the class of employees. A thorough study of the inventory, especially if this inventory gives all the information about the business for the past year or past inventory period and in this study this information is compared with that in other inventories, is going to show just what the cause is. Original study of the inventories will point the way to new and better methods.

The inventory should show how, when and where the profits have been made. At least it should give the material which can be used as a guide for finding this information. It should also tell how, when and where the losses have been made. A careful study of this data will never fail to suggest new methods that will result in more profit in the years to come.

At Present Most Businesses Are Unhealthy

The use of the "invent" in inventory is of far greater necessity in these days than it has been for the past generation, because the conditions through which all business has been passing have been very unhealthy. Practically every business organization is afflicted with some disease. It may be the sleeping sickness. It may be anemia. It may be fatty degeneration of the heart, due to past profits that have come too easily. There is pretty certain to be something wrong somewhere, and a careful study of the inventories is going to help find it.

After the disease has been located, it can be isolated and cured. Some surgical operations may be necessary and these may be painful. It may even be necessary to perform them without the aid of an anesthetic. Nevertheless, they must be performed if the business is to continue to live and to prosper.

Get at the Root of the Trouble

To make these operations successful, however, it is necessary to study the inventory. What seems to be wrong may not be the root of the trouble. That may lie much deeper and it is necessary to find and to remove that before any real progress can be made.

All inventories that are taken during this and the coming years will serve their purpose best if they are taken with the "invent" in view rather than the "tory." What is needed is not so much checking up past results as finding ways and means of making the future more productive. If this is done, profits can be made in spite of any business conditions that may exist.

**300,000 BARRELS OF ROSIN PLEDGED FOR
EXPORT TRADE**

Permanent organization of the Atlantic & Gulf Export Company was perfected at a meeting held at Jacksonville, Fla., January 4, there being more than 100 concerns represented, and 300,000 barrels of rosin were pledged for export. The permanent organization is the same as the temporary organization elected at a previous meeting. Headquarters of the organization will be at Jacksonville, Fla., and its purpose is to exploit the markets of foreign countries with a view to their further development under the terms of the Webb act. W. B. Gillean, president of the Gillean-Chipley Company, of New Orleans, is the president of the new organization.

The object of the Atlantic & Gulf Export Company is to stabilize the export market and to that end 300,000 barrels of rosin will be immediately turned over, as that amount has been pledged to the company. These stocks will be withdrawn from the market, as far as domestic and coastwise trade is concerned and will be held for export sales only. None of the stocks so withdrawn can be sold except for export.

New Orleans Reports Shipments Prove Wooden Barrel is in Active Demand for Every Export Article that Can Be Packed in it

A ship sailing from this port for London and Rotterdam, January 22d, carried 11,000 barrels of cottonseed oil, 1,100 barrels of asphalt, 300 barrels of rosin, and 100,000 tight staves, with other cargo. Another vessel sailing the same day carried 200 tons of barrel shooks for Havana, while still another, bound for Barrios and Belize, carried 375 barrels and eight bags of flour. This is mentioned merely to show the trend of the trade. Staves are being exported, and also barrel shooks, while the barrel is in active demand for every export article that can be packed in it. It is a little surprising, though, that eight sacks of flour should have been exported. It may be assumed that the shipper was short on barrels to that extent, otherwise he would not have used the eight sacks.

To Improve Our Mexican Trade—But No Coöperation Man Among Business Campaigners

Our Association of Commerce has wired President Obregon, accepting his invitation to visit Mexico, with a view to improving trade relations with our southern neighbor, and a large party of trade-getters will start March 15th for Mexico. The visit will be brief, but it will be sure to produce results, as the members of the party are well-known hustlers, though we regret to note that, so far, no coöperation man has been announced as a participant.

No Monetary Problems in Mexico

It is said that the banks of Mexico are in good condition, and that there are no exchange problems to worry about, for that country has no currency, the monetary system being on a strictly gold and silver basis.

International Banking Company Is Approved

The U. S. Federal Reserve Board has approved the Federal International Banking Company, and so we have now open for business the first Edge bank so approved.

Coöperation and Coöperation Stock Manufacturers Should Take Advantage of River Shipments to Lower Rates

Facilities for river shipments are constantly improving, and the Barge Line is growing in popularity. All landings used so far have proven inadequate to accommodate the rapidly growing business, and the Dock Board has assigned 750 feet of river front on St. Joseph Street for the use of the line. Arrangements will be made at once for the extension of the sheds, as there is a fund of \$350,000 available for immediate use on the sheds and other facilities. All the delays, dangers and uncertainties incident to river shipment are now things of the past, and coöperation and stock men farther up the river should avail themselves of the new facilities and lower rates, just as our home folks are doing.

The Sugar Market—Firms Use Enormous Quantities of Barrels

The sugar market is said to be dull and unsatisfactory, though at this writing the new crop is coming to this city at the rate of from one thousand to fifteen hundred barrels per day, not counting what comes in in other packages.

Last year this port broke its record in the matter of importing sugar, the total quantity being about three and one-half million bags, the average weight of the bag being about 320 pounds. This sugar comes from practically all the sugar-producing countries in the world. The importing of sugar here used to be largely in the hands of The American Sugar Refining Co., but in the last year their receipts have fallen off, due to the great amounts received by other firms, the imports being divided up as follows:

American (New Orleans).....	1,260,748 bags
Godchaux (Reserve)	757,719 bags
Colonial (Gramercy)	578,815 bags
Henderson (New Orleans)	515,435 bags

It must not be supposed that all this sugar, when refined, went into barrels, but a very large part of it did, and all of the above-named firms used enormous quantities of coöperation, are still using coöperation, and will continue to use it as long as it is made. No decrease in the demand is to be feared. The only thing to be feared is that the supply may run short.

The One-Piece Head and the Sugar Barrel Man

The one-piece head, that is, several thicknesses of veneer glued together and circled, is rather popular among sugar people. We have heard the objection

raised against this heading, that a degree of dampness that would not injure the old reliable gum heading made of three or four pieces, would soften the glue, and make the "one-piece" head misbehave, but the sugar people here do not seem to have any trouble on that score.

Produce Barrel Manufacturers Doing Big Business

Due to the remarkably fine weather the shipments of produce have been unusually large, and every shop in the city that enters to the produce trade has been doing some big business.

The largest hand shop in the town, that of the Southern Coöperation Co., has been extremely active on produce barrels.

E. W. Kekomor in the office, and Adam Cooper in the shop, make a fine team, and their plant is equipped with the best and latest devices for handling stock and barrels, and for loading and unloading cars and trucks.

This firm also does a large business in matched cars of stock, and, having ample storage facilities, is always in the market to buy and sell.

A dozen or more smaller shops in the city, while filling some large orders, do a good business selling in wagon load lots to the innumerable truck farmers in this vicinity. The produce barrel business is not yet at its height, but will continue to grow as the season advances.

Coöperation Mills Take Advantage of Fine Logging Weather

Our full share of bad weather, enough of it to last us all winter, came to us before Christmas, and greatly interfered with operations at the mills and log camps, and also with the truck growers. Since the holidays we have been having weather of the kind you read about in the winter resort literature—balm, spring-like and all that could be desired.

Coöperation timber men have been pushing their logging operations, mills have availed themselves of the opportunity to hustle, and the very extensive crops of growing vegetables have been doing their part.

Inactivity in Lumber Operations Help Coöperation Manufacturers in Labor Line

The lumber market is in a very curious condition. Demand is strong, stocks are said to be small, but, in spite of all that, many lumber mills are closed down, and of those in operation many are running only part time. This is an unfortunate state of affairs, but it has been of some benefit to the stave and heading mills, for it has sent many good laboring men their way.

N. J. Long Elected Member of Sugar Exchange

Our old friend, N. J. Long, has been elected a member of the Sugar Exchange. Mr. Long is one of the best-known coöperation men in the South. For a generation he has operated, never less than one, and often several, shops of his own; has been the active head of the Louisiana Coöperation & Mfg. Co., and has figured largely in the production of stock. The Sugar Exchange is a big institution here, and the new member is a big man.

W. T. King on Road to Recovery

It will be good news to the trade to know that W. T. King, who has long been prostrated by a serious illness, has taken a turn for the better, and the doctors says, and his friends believe, that it will be only a matter of time when he will be back on deck, and his old self again.

When Mr. King was only a salesman people would go miles out of their way to buy of him, and he soon had to build shops of his own to supply his trade. The Louisiana man who has never bought coöperation or stock of W. T. King has never made any barrels. He has gone the whole round in the trade, is known everywhere, and is the most popular coöperation man in the State. Since Mr. King is a man the trade cannot afford to lose, the news that he is steadily improving is a matter of wide-felt and sincere rejoicing.

YAZOO COOPERAGE CO. INCREASES CAPITAL STOCK

The Yazoo Coöperation Company, Yazoo City, Miss., has filed an amendment to its charter increasing the capital stock to \$100,000. The management announces the purpose of the increased capital to permit of the enlargement of operations in order to take care of trade for the coming year. The Yazoo Coöperation Company enjoyed an excellent trade during 1920 and has hopes of 1921 being far and away better.

IMPORTANT MERGER OF COOPERAGE PLANTS

Announcement was made on January 10th that H. G. Rush, owner of the Rush Barrel Works, Oil City, Pa., had purchased the plant and good-will of the Pennsylvania Coöperation Co. at Reno.

It is understood that Mr. Rush will continue to operate both plants for the present, but under one management.

The Reno plant of the Pennsylvania Coöperation Co. gives employment to 24 men, practically all of them residents of that place, hence the belief that there will be no change at present in the operation of the barrel factory will tend to allay some apprehension among them. The present notably complete plant was erected in 1907 by Hon. A. L. Confer, J. F. Means and E. W. Chase, primarily to supply barrels for the Empire Oil Works at Reno, of which Mr. Confer is the founder and present head. Previous to that time Mr. Confer owned a coöperation plant at Rouseville.

Mr. Chase states that the reason for the sale of the Reno coöperation plant was, primarily, the heavy decline in the price of barrels and difficulty in securing high grade stave timber. Mr. Rush has extensive stave and heading plants in the South and by reason of his cutting his own material is in position to run his barrel factory at profit when other manufacturers, who depended on the market for their materials, would have to run at a loss.

Mr. Chase said they were very glad to sell out to the very oldest coöperation manufacturers in the State of Pennsylvania, and in fact one of the very oldest in the entire country, and he knew that the Pennsylvania Coöperation Co. customers would receive the very best service from him and he was glad to recommend the Rush Barrel Works to all their former trade.

What Mr. Chase says concerning Mr. Rush and his company's ability to care most efficiently for all the business placed in his hands, a large portion of the coöperation trade who have been served by Mr. Rush will give ready and hearty endorsement to.

INCREASE IN RECEIPTS SHOWN BY NATIONAL FORESTS IN EAST

The national forests of the eastern United States, purchased by the Government for the protection of watersheds of navigable streams, and administered by the Forest Service, United States Department of Agriculture, yielded a gross revenue of \$110,250 in the fiscal year ending June 30, 1920, as against less than \$72,000 the previous year, according to the annual report of the National Forest Reservation Commission, just made public. Since 1917 the receipts have increased by \$88,000, and it is believed that within five years the revenue from these areas will exceed \$300,000.

Of the 7,000,000 acres included within the originally located areas in the southern Appalachians and White Mountains, the purchase of 1,796,788 acres has been authorized to date by the commission at a cost of about \$10,500,000. The average price paid the owners per acre for forested and cut-over lands was \$5.31. The estimated net balance of purchase funds from the original appropriation of \$11,600,000 made for this work by Congress in 1911, is \$445,429.

This year Congress has been asked to make a lump-sum appropriation of \$10,000,000 to enable the commission to continue its purchase program. There is urgent reason for expediting this work. Land values are increasing, and, due to the high cost of lumber, cutting is being done much more closely than heretofore, with the resultant increase of fire hazard from the large amount of brush and slash left after logging. New appropriations will be used, says the commission, first, to consolidate established areas, and, second, to extend the purchase work to important regions where the assistance and example of the Federal Government in forestry practice is needed. Additional national forests should be established in Kentucky, West Virginia, southwestern New York and northwestern Pennsylvania, on the watersheds of the Ohio and Allegheny Rivers, and streams of like importance. There are also suitable locations for purchase areas in the rough section of northeastern Mississippi, in the mountains of Oklahoma, and possibly northeastern Texas.

The development of the timber resources and the protection of the forests from fire are the leading administrative considerations in the eastern National forests. There has also been a remarkable increase in the use of these forests as recreational grounds. To meet this growing demand the Forest Service is providing camping grounds furnished with woods, fireplaces, shelter houses, clean springs and sanitary improvements for the comfort and convenience of visitors. The chief importance of the forests, however, aside from their protection features, is their use as demonstration areas where lumbermen and others interested in wood-using industries can actually see the profits that may accrue from the scientific handling of forest areas.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Coöperation Industry



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C. A. McCANN, Associate Editor

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ADVERTISING
Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES
Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE
The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the coöperation industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

Wylie & Wilson, Inc., Saginaw, Mich.
Wm. K. Noble, Fort Wayne, Ind.

January 28th, and robins have been heard, crocuses have been seen, and fresh young spring is in the air.

Late reports are to the effect that Southern coöperation mills are taking full advantage of the fine logging weather.

Look up—the fields are white with a harvest of sound business and sure prosperity—don't be afraid to acknowledge the turning of the lane nor to enthusiastically prepare for your individual reaping.

Another fine meeting by the Second-hand Barrel Group. With such progressive and constructive working as the Second-hand Barrel Group has evidenced in its first two meetings, the trade cannot help but be vastly benefited, and it behooves every second-hand barrel man to line up quickly with this association trade group.

That the work of The Associated Coöperation Industries of America will help foreign trade is the sincerely expressed belief of the JOURNAL's London correspondent, who in his February letter not only pays high tribute to our trade association, but touches interestingly upon other phases of the industry which are of paramount importance to all.

Anyone interested in freight shipments, especially for export, should write to T. J. Conroy, assistant manager of The Mississippi Company, New Orleans, La., and ask for a copy of the company's pamphlet on freight rates, as it contains a fund of information that shippers cannot afford to be without. Mr. Conroy says that his company intends to continue publishing this freight pamphlet monthly.

Our New Orleans correspondent laments the fact that there is, so far, no coöperation man numbered among the "Trade Getters" who will start March 15th for Mexico on a visit planned to improve business relations with our southern neighbor. An invitation extended by President Obregon of Mexico was accepted by the New Orleans Commerce Association and the scheduled trip is set for the date mentioned.

H. E. Montague, special representative of The Farmers' Manufacturing Co., Norfolk, Va., gave the fruit growers and shippers some interesting facts and figures on packages, their present and possible prospective costs during 1921, the reasons therefor, etc., through an enlightening article in the January issue of The

Produce News of New York. Mr. Montague's article is carried in this issue of the JOURNAL, as what he says concerning the barrel makes encouraging reading.

First, last and all the time the wooden barrel and its welfare should and must, from now on, be the ruling consideration of the entire coöperation trade, if our trade package is to retain its field supremacy. As our Louisville correspondent says, touching the fall in tight barrel prices:

"While some coopers undoubtedly do condemn present reductions, it must be remembered that if the trade can cut prices to the bone and still make money, it will be far better in the long run to do so, and keep wooden coöperation moving, than have steel and substitute packages cut into the business, as has been the case in slack coöperation lines. There may not be much money in coöperation for the time being, but for that matter no one in any line is figuring on making any large profits during the present period of uncertainty and readjustment, and it means a whole lot to preserve the place of tight coöperation in industry. As operating costs decrease profits will increase, and volume of business will come back. Reductions in coöperation are stiff, but reductions in hardwoods have been even more severe. For instance, inch quartered oak which last spring was quoted as high as \$340 per thousand feet, can today be purchased for around \$140."

The JOURNAL has the utmost confidence in the wisdom and judgment of its trade as a whole, and while the downward trend of prices in both slack and tight lines may have appeared disastrously precipitous to some, this very precipitousness, we believe, has been the decisive step that has wrought quickly and well throughout the trade, to the end that with the pendulum now nearly adjusted and set the business that 1921 will bring forth will be handled at such prices as will not only yield all coöperation and coöperation stock manufacturers, tight and slack, a satisfactory and sufficient profit, but will hold safe and secure the wooden barrel as "The King of Shipping Packages."

GENERAL TRADE TREND PROVES REAL BUSINESS RECOVERY HAS COMMENCED, SAYS WALTER C. HARTMAN

We must contradict a few of our friends who we hear speaking about remarkably dull business, no orders, etc. At least our experience has been, and is, otherwise, and we believe from the general trend that real recovery has commenced. The demand is quite good in many lines of trade and the consumption is approaching normal with a portion of the consumers. We do not pretend to say that either normal volume or even seventy-five per cent. normal business can be expected before the middle of summer, nor that from an economic viewpoint a steady but sure resumption of demand is not the best program for the coöperation people, as it is in other lines of industry, for it is, and the manufacturer of slack coöperation stock, even he without orders and with some finished stock and raw material on hand, cannot consistently favor a quick recovery from the present depression. A gradual resumption of business will eventually be more profitable and is necessary at any rate.

There are some manufacturers in the slack coöperation stock business who really do not belong there, because the quality of stock they insist upon putting on the market hurts the slack barrel business. There are others who are only temporarily in this line of trade and who bob up only when business is booming and prices are abnormally high. There are still others who are more or less permanently in the business simply as a side line and really have little interest in the future of the slack barrel trade. Therefore, following several months of dull business and low prices, there are quite a number of mill men in the class we have mentioned who will naturally discontinue operation. This is certainly a good thing for the permanent slack stock man, and even the consumers, who, in the majority, prefer to have stock prices more or less stabilized, and will approve this discontinuance.

Interest right now centers principally in the future demand of slack stock and here and there we find every indication of increased business to come. No doubt the low level of prices will form the best argument the mill man can reasonably give to the timber owners that his prices must be reduced in accordance with the low market. This should be of material assistance to the manufacturer waiting for and finding it necessary to secure lower priced raw material.

The labor situation is quite favorable now and mills that did not shut down and resume the lower scale of wages have had no difficulty in gradually reducing labor costs. If idle, they find many workmen ready to go on the job at any reasonable figure the mill man has to offer.

Little can be expected of the export business so far as slack stock is concerned, under present adverse conditions abroad, but the domestic trade will surely be revised gradually, and the wooden barrel continue in its enviable position as the most economical container.

BOTTOM OF DOWNWARD MOVEMENT HAS BEEN REACHED AND WE ARE NOW STARTING ON THE UP GRADE, SAYS JAMES INNES

The impression among manufacturers at the present time is that the bottom has been reached in prices on coöperation stock, and that from now on the tendency of prices will be upward. Most of the surplus stocks in the hands of dealers have been disposed of, and as production is very light, manufacturers are beginning to stiffen up on their prices, which prices for some time have been, in some cases, less than the cost of production.

The weather in the South has been fairly favorable for getting out raw material, but in the North and in Canada there has been the mildest winter for twenty-five years. At the mills in southwestern Canada hardly any lumbering has been done. In fact, at some of the mills there is practically not a log or bolt on the yards, in eastern Canada conditions for lumbering have been a little better, but at the time of writing there is a break-up, and Florida weather is prevailing. This makes the swamps impassable for getting out timber, and it looks as if there is going to be the lightest stock in Canada that there has been for years. This tight log supply applies not only to logs for coöperation stock, but also to lumber logs, and unless prices of coöperation stock advance considerably from what they are at present, a great many of the logs intended for coöperation stock will be put into lumber, as better prices can be obtained for the production in this way. If the present mild weather continues in Canada there is going to be a shortage of coöperation stock, and if a lot of summer trucking has to be done it will mean that prices will be very high.

This, of course, is the slack season of the year, and very little is being done by the buyers in the way of placing orders for future delivery, and orders for such deliveries will not be forthcoming until after the first or the middle of February.

Exchange Conditions Are Easier

Exchange on Europe is getting a great deal easier, and with exchange nearer normal, we look for a large export trade, as buyers in Europe have only been placing orders for their immediate requirements for some months past. With easier exchange rates, the tendency will be to purchase their requirements ahead, so as to be assured of a regular supply.

Ocean freight rates are still very high, but are easing off somewhat, and with more reasonable ocean rates, business will soon assume normal proportions.

The general opinion seems to be that we have reached the bottom of the downward movement, and that we are now starting on the up grade.

TRADE WILL SOON BE BUYING FOR TOMORROW AS WELL AS FOR TODAY, SAYS C. M. VAN AKEN

Conditions in the coöperation business in this locality during January have been very much the same as in December. There is a fair demand for coöperation in many different lines—most of the buying is for immediate requirements, but some buyers have enough confidence in the future to place orders for shipments to cover three or four months' period. The general feeling hereabouts is that prices will be higher and in some lines of business advanced prices are now being insisted upon. Many of the mills have shut down and will not operate until prices are better.

The trade has been very largely supplied by stock on hand or stock made from timber that had to be used, so it is quite likely that when the feeling that higher prices will prevail becomes more general in the trade, dispositions to place orders for future requirements will become more general, and while there is enough of this forcibly made and compulsorily disposed of stock to supply the requirements at this season of the year when little stock is needed for fruit and produce, it is reasonable to assume that some of the mills now shut down will have to operate in order to supply the coming demand. These mills are prepared to insist upon higher prices, so we have two reasons for believing that prices will be higher:

First—the mills now shut down will insist upon it when they begin to operate.

Second—a conviction on the part of the trade that prices will be higher will induce them to buy for tomorrow as well as for today.

We are looking for a fair business in the coöperation industry in this season.

FUNDAMENTAL CONDITIONS ARE MAKING FOR SOUND, HEALTHY, SOLID PROSPERITY, SAYS B. J. FORBES

"Almost every fundamental condition in this country is making for sound, healthy, solid prosperity," declared B. J. Forbes, editor of *Forbes Magazine*, at the opening session of the 1921 "Hundred Per Cent. Club" National Cash Register Company, Dayton, Ohio. More than 800 sales agents and salesmen of the company from all parts of the United States and Canada were in attendance.

"Whereas one year ago things looked pretty black to one who made a study of the outlook, now one can look ahead and enumerate a message of optimism and encouragement," Mr. Forbes stated.

"The readjustment is going on steadily. It has been completed pretty thoroughly in many lines, such as cotton, rubber, wool, copper, silk. Many staples have not completed readjustment, such as steel, automobiles, pianos, rugs and carpets. But we have turned the corner in many basic things."

"Money will very shortly get cheaper," Mr. Forbes predicted.

"It is already becoming more plentiful."

Speaking of the railroads he said: "For the first time in the history of American railroads they are on firm footing and the owners, 2,000,000 or more in number, are assured a reasonable rate of income on their investment. That means the railroads will be able to raise capital to build extensions, improve roads, buy more locomotives and equipment of all kinds."

"Everything stands to show that we are heading toward sound business conditions," he continued.

"Ninety per cent. of our financial and industrial troubles are behind us. We will keep them behind us if we just keep our feet on the ground, and instead of acting like children, act like full-grown, able-bodied men who know their business and are not afraid to go out and hustle to get it."

FOREST BILL DEFENDED

At New York on January 28th, Colonel William B. Greeley, chief of the United States forest service, in an address before the New York Trade Lumber Association, denied the charge of Gifford Pinchot, of the Pennsylvania Forestry Department, that the Snell forest policy bill, recently introduced in Congress, is a scheme of the lumber interests to control forest legislation.

Colonel Greeley said the bill was the result of conferences begun by his predecessor in office, Col. H. C. Graves. The chief forester said America's industrial future demands the protection of great forests, and the first step in that direction is the prevention of fires.

HEARINGS ON FORESTRY LEGISLATION

The first hearing in regard to the forestry legislation introduced was on January 7th, at Washington, before the House sub-committee on agriculture, including fire prevention, land acquisition and the Forest Product Laboratory items.

The hearings were arranged in three sections with a special group arranged to appear on each of the three items. The fire prevention item with a special appropriation of \$1,000,000 was the first taken up, and Colonel W. B. Greeley made the introductory statement on behalf of the forest service. He was followed by spokesmen for 21 State foresters, who pointed out the necessity of the appropriation being made.

E. T. Allen, representing a number of associations and with credentials from the Governor of Oregon, told how certain Western States co-operated with the Federal Government in forestry and fire prevention work. He made a strong talk in favor of the passage of all the forestry program.

R. S. Kellogg appeared on behalf of the National Forestry Program Committee and his statement was a strong one and reflected the views of all the allied industries relating to lumber and pulp making and using concerns.

There were many others appearing in relation to the program of forestry legislation, and the arguments presented undoubtedly made a deep impression on the members of the committee.

RAILROADS SUE IN RATE FIGHT

Seventeen Illinois railroads filed suits January 28th in United States District Court, Chicago, to enjoin the Public Utilities Commission of Illinois and State officials from filing suits against the railroads or from interfering with collection of existing freight rates.

The suits were intended to prevent interference threatened because of the 40 per cent. increase in rates recently granted by the Interstate Commerce Commission. Hearing on the suits was set for February 14.

ROADS VOLUNTARILY CUT CENTRAL RATES

Taking cognizance of a reduction in freight traffic from the Middle West to Southeastern States, representatives of railroads handling such traffic have agreed voluntarily to put into effect joint rates from Central Freight Association territory on all commodities on which such rates do not now exist. The agreement was announced from Washington January 28th by the National Industrial Traffic League.

The meeting was said to have brought out that rates from New York and other northeastern points were substantially lower than those from the Central Freight Association territory and shipping points on the Ohio River.

The establishment of joint rates on commodities, it was stated, will result in the reduction of freight rates in some instances as much as 15 per cent. The territory includes the area west of Buffalo and east of Chicago, and north of the Potomac and Ohio Rivers.

GEORGE W. ABDELL NOW WITH NATIONAL MANUFACTURING CO.

Under date of January 10th Walter C. Hartman, president of the National Manufacturing Co., Detroit, Mich., advised that George W. Abdell, a cooperage man of many years' experience, has been added to the company's traveling sales force. In speaking of existing trade conditions President Hartman says: "Business with us has picked up a good deal and in several sections of the country activity is shown with promise of good volume for 1921."



J. D. HOLLIS
Southern Manager of The Associated Cooperage Co., Inc., Tight and Slack Cooperage Stock Manufacturers of New York, whose headquarters are at Jackson, Tenn.

NINTH ANNUAL MEETING OF NATIONAL CHAMBER OF COMMERCE WILL BE HELD AT ATLANTIC CITY

Joseph H. Defrees, president of the Chamber of Commerce of the United States, announced January 11th that the ninth annual meeting of the National Chamber will be held at Atlantic City, April 27, 28 and 29.

In announcing the time and place of the annual meeting, President Defrees let it be known that consideration had been given to New Orleans and Washington as likely cities in which to hold the meeting. New Orleans was eliminated because of the desire of the Chamber to hold the meeting in a place near Washington.

Lack of hotel accommodations and suitable meeting quarters to comfortably seat the three or four thousand business men who will attend the meeting were the reasons for not selecting Washington.

The eighth annual meeting of the National Chamber also was held at Atlantic City.

STEWART & SON SUCCEED BERRY & STEWART

Stewart & Son have bought the right, title and interest of the old and well-established tight barrel firm of Berry & Stewart, 30th and Wharton Sts., Philadelphia, Pa., and will operate the same under the name of Stewart & Son. Both James Stewart, Sr., and James Stewart, Jr., have long been members of Berry & Stewart, so that the continued business success of the new firm, Stewart & Son, is assured.

The Harrisburg, Ark., stove plant of the Bott Bros. Manufacturing Co. has resumed operations and all indications are that the plant will run steadily from now on.

SECOND-HAND BARREL GROUP HOLDS SECOND FINE MEETING—SECRETARY KRAFFT ON HAND

An exceptionally well attended meeting of the New York, Brooklyn, Jersey City, Hoboken and Weehawken members of The Second-hand Tight Barrel Group of The Associated Cooperage Industries of America, was held at the Hotel McAlpin, New York City, on January 20th, with J. A. Warnock, vice-chairman of the group, presiding.

V. W. Krafft, secretary of the Association, was in attendance. On being introduced—an unnecessary formality—Mr. Krafft spoke at length on the benefits and privileges accruing from membership in the Association and on conditions as they appertain to the trade in general. His remarks were of an exceedingly optimistic nature and well received by those present.

Standardized Classification Discussed

The members discussed several questions, among which the matter of a standardized classification for second-hand tight barrels in line with the matter now in hands of the committee appointed at Philadelphia December 9, 1920. The consensus of opinion was that those having suggestions to offer should get in touch with the committee. A uniformity of opinion prevailed that such a classification would appeal to the consuming trade in general.

The Question of Estimated Weight on Barrel Shipments

The matter of the return to an estimated weight of not over 75 pounds each by carriers, as a base for levying freight charges on second-hand empty tight barrels brought out some telling points in its favor. It was pointed out that the minimum weight of 14,000 pounds now assessed on a 34 or 36 foot car was in most cases excessive and that track scale weights were often faulty. This particularly where barrels with one head, those made of fir or pine, or hard ties that are usually nearer 60 pounds than 75, are included in the shipment. In the second-hand tight barrel line this is more often the rule than the exception.

Plan Better Relationship Between Second-Hand Dealers and Consumers

A better relationship between the second-hand dealer and the consumer was also discussed, it being the earnest wish that something on this line be developed at an early date. All present agreed that the consumer or buyer must be protected at any cost when dealing with members of the Association.



Mr. C. Vanderzort, Chappagna, N. Y., desires to purchase some 10-gallon tight kegs.

Frank J. Hess, Madison, Wis., is in the market for 18 and 24" white oak staves and heading to match.

Dunn & Son, 42 Lanesmoor, Worcester, England, always in the market for all classes of flat barrel staves.

The Warner Chemical Co., Carteret, N. J., is in the market for data relative to machinery for manufacturing slack barrels.

The Felner Fish Company, 1037 West Third Street, is in the market for machinery and tools for re-coopering sugar, salt and apple barrels.

Fred Jones & Co., Port Tenant Cooperage, Swansea, England, are in the market for No. 1 oak oil barrel staves, jointed, and heads for same. This material is to be used in making 40-gallon petroleum barrels; all hoop for these packages is also desired.

James H. Benedict, 208 New Telegraph Bldg., Detroit, Mich., is in the market for full particulars and complete equipment necessary for installing a plant for the manufacture of from 50,000 to 75,000 slack hardwood staves per day. Mr. Benedict says they have the timber and want approximate plant and machinery costs for manufacturing the same into staves.

An importing firm in Mexico desires to receive quotations for, a. b. New York or San Francisco for immediate delivery of galvanized barbed wire and staples, nails, steel and lead bars, wood screws and nails of various kinds. Correspondence should be in Spanish. Catalogues in Spanish are requested. For further information write 3430, Bureau of Domestic and Foreign Trade, Washington, D. C.

Louisville Reports Many Southern Mills Operating to Fill Contracts—Urges Thought for Welfare of Tight Wooden Barrel

There is no denying the fact that the Louisville cooperage interests are finding business very dull at the present time. The bottom seemed to drop out of business late in December, and right now there is no buying demand. Most companies have filled their contract orders for barrels, and have not much business in hand at this time. Inquiries are light and there is not so much quoting just now, and the markets as a whole are not especially well established, although it is safe to say that prices are considerably lower than they were a month or six weeks ago, but apparently are now down to around rock bottom for the year.

As to Oil-Barrel Prices

A lot of talk is being heard in the cooperage trade concerning efforts to prevent five dollar oil barrels from slumping to \$3.50 all in one jump. This shows pretty conclusively that the fellows who are sounding this note realize fairly well that the market price on the oil barrel is today right around \$3.50—that some of the big fellows have cut the price to \$3.50, realizing that conditions do not justify a \$5 price, and that if such prices are maintained the tight barrel will lose prestige as the slack barrel did when prices went too high.

Welfare of Wooden Barrel Should Be Considered

One Southern cooper claims that a rapid decline in prices of barrels will work a hardship on the cooperage trade as well as to the stave and heading industry, and believes that declines should be made gradually, which gradual decline would allow the trade to start with a fairly clean slate about July 1. Over against this claim it should be recorded that the cooperage trade made money on stock in hand on the ascending market of the war period, and is, therefore, bound to take some losses on the descending market. The cooper, as mentioned, speaks of staves at \$70 a thousand and heading at 70 cents a set as being low prices, at which \$3.50 cooperage could be sold. However, we today have \$3.50 barrels, and staves are quoted down mighty close to the \$70 average for all grades of oak, while heading is quoted at an average not much above 70 cents per set. In fact, red oak staves are quoted at this writing at \$65 a thousand, and red oak circled heading at 80 cents a set.

Little Activity in Slack Barrel Lines

Slack cooperage operations are also at a standstill, and the barrel manufacturers report that there is next to nothing doing in slack cooperage at this time. The flour mills are again running five to six days a week, but the consumption is in cotton or paper, the consumer not taking even a half barrel now. Fruit, produce and other lines are not needing barrels, and local plants are finding very little demand.

Right now both the slack and tight barrel plants are down or practically so. Some are taking advantage of the lull to make improvements and repairs which were impossible during a period of eighteen months of driving, plants running almost to full capacity during that time.

Southern Mills Operating to Care for Contract Obligations

Demand for staves and heading is dull, although there is some little export demand. Prices are weaker, due to lower cost of labor, and standing timber. While it is generally reported that the Southern cooperage mills are down, a good many are operating to take care of contract obligations, and have stock in hand to meet a very fair expected demand later on.

The Tight Stock Market

The tight stock market is fairly firm, as a whole, there having been some further declines during the month, but not large ones. White oak oil staves are quoted at \$75 and \$80 a thousand, with red oak at \$65 and \$70 a thousand. Spirit staves are in such light demand that it is hard to ascertain a price. Quotations have been heard ranging from \$125 to \$140 a thousand. Red oak circled heading is quoted at 80 cents a set, and white oak at 90 cents.

The Slack Stock Market

The slack stock market is also weaker with No. 1 stock quoted at \$26 and \$28 for standard gum staves running 28½ to 30 inches. No. 2 stock is quoted at \$18 and \$20, with elm and cotton wood maintaining the usual differential of a dollar a thousand over gum. No. 1 heading is quoted at 20 to 22 cents a set; No. 2, 14 to 16 cents; mill run, 17 to 18 cents, there being

a differential of about two cents a set between 17-8 and 19-8 sizes. Hoop prices are down to \$28 to \$30 per thousand for six foot hoops.

The Slack Barrel Market

The slack barrel market has dropped again and produce barrels are now quoted at 85 cents; flour, \$1.10; sugar-sized produce, of No. 2 grade, 90 cents; with prices ranging a little above and somewhat below these figures. It is doubtful whether any justifiable order would be rejected at five cents or even ten cents under these quotations.

The Tight Barrel Market

In the tight barrel market it is a little hard to figure correct prices. One cooperage concern reported that it hardly knew what the market was, due to accepting no business through lack of ability to secure it. This man stated that he would probably cut prices at least fifty cents a barrel under fall quotations, if not more, to get business. Another man went right down the list and cut December quotations a dollar a barrel on several sizes. This established the present market, at which orders would be taken as follows: Six-hoop red oak barrels, \$3.50; wine, \$6.50; white oak oil, \$3.80 to \$3.90; gum, \$2.90; thirty-gallon half barrels, oil, \$2.50; spirit, \$3.50; second-hand—whiskey, \$2.50; shaved end and re-coopered, \$3.75; second-hand oil, \$1.75 and up; glucose, \$1.50 and up; new kegs, red or mixed oak, 5-gallon, \$1.25; 10-gallon, \$1.80; 15-gallon, \$2.40; 25-gallon, \$2.95.

Used Whiskey Barrels Are Scarce

A good deal of cheap oil cooperage of the second-hand variety is on the market now, but used whiskey barrels are a bit scarce, as Federal enforcement of liquor regulations is now so severe that there is very little whiskey being bottled.

Business May Discount New Administration and Start of Its Own Volition

Some of the leading cooperage men are of the opinion that following the inauguration, or probably a little before, there will be an improved demand for cooperage along with other lines. Right now with general lines dull there can be no great demand for containers. Business may discount the effect of the new administration and pick up in late February. In the meantime, regardless of the drastic effect of big cuts in prices, the leaders in the trade have cut prices to a point where if there is any business to be had they will get a share.

All Must Work to Keep the Wooden Barrel in the Running

While some coopers undoubtedly do condemn this policy, it must be remembered that if the trade can cut prices to the bone and still make money it will be far better in the long run to do so, and keep wooden cooperage moving, than have steel and substitute packages cut into the business as has been the case in slack cooperage. There may not be much money in cooperage for the time being, but for that matter no one is figuring on making any large profits during the present period of uncertainty and readjustment, and it means a whole lot to preserve the place of tight cooperage in industry. As operating costs decrease profits will increase, and volume of business will come back. Reductions in cooperage are stiff, but reductions in hardwoods have been even more severe. For instance, inch quartered oak which last spring was quoted as high as \$340 per thousand feet, can today be purchased for around \$140.



CANADA'S LARGE TIGHT COOPERAGE
Plant of The Canada Barrels and Kegs, Ltd., formerly The Charles Mueller Co., Ltd., Waterloo, Ont. The Canada Barrels and Kegs, Ltd., manufacture oak, ash, gum and fir barrels and kegs from 5 to 60 gallons, and the plant's daily output is from 1,000 to 2,000 packages.

Business Briefs

The Louisville Cooperage Co. reports that it has caught up with its orders and is now marking time, the local barrel mills being engaged in circling heading, matching staves and putting the stock in its warehouses ready for making up later on. The mills in Louisiana and eastern Kentucky have stopped cutting any timber and are now merely bolting out blocks and cleaning up material on hand. J. N. White reported that he had never seen business any duller than it is right now, and that salesmen were doing nothing on the road, and having trouble in even getting an interview.

The Chess & Wymond Co. reported that its local barrel plant was down for two or three weeks making repairs during a dull period, it being the first time that the plant had been down for eighteen months, and high time that it was overhauled. It is expected that in February business will pick up materially and resumption will be made on a fair basis. The company's Southern mills are cutting stock to cover contract orders, etc.

It is held that during the present dull period and lack of demand for staves and heading, surplus stocks in hands of consumers are being used up, and with many mills in the South down, prospects are for a better market in the spring.

Barry Norman, of the Holly Ridge Lumber Co., which has stave operations in connection with its milling operations in the South, is leaving shortly for a tour of inspection of the company properties in Louisiana and Mississippi.

J. S. Thompson, of the Louisville division, Southern Hardwood Traffic Association, has returned from Memphis, where he attended the annual meeting of the headquarters division. Mr. Thompson is expecting a decision in the Louisville milling in transit case now before the Interstate Commerce Commission, and which should be decided within the next two weeks.

The Smith Cooperage Co., slack barrel manufacturers, has been down for several weeks, business having been very dull, according to D. H. Quigg.

Frank B. Russell, an officer of the Russell Stave Co., who has made a fortune out of Kentucky oil operations, has plans for some new developments and has incorporated the Russell Oil Corporation, a \$1,000 company, which is a closed corporation. Mr. Russell sold out his big eastern Kentucky holdings almost entirely during the past year.

U. S. IN 1920 USED 531,186,000 BARRELS, WHILE IT PRODUCED ONLY 443,402,000

Oil production in the United States in 1920 totaled 443,402,000 barrels, while consumption of oil in this country reached the unprecedented total of 531,186,000 barrels. Despite the excess of consumption over production, the end of the year showed a net increase in petroleum stocks of more than 10,000,000 barrels.

The figures on oil for 1920 were announced January 28th by the Geological Survey in a preliminary survey. The total production estimated, the survey said, probably would be increased when the amount of oil consumed on the leases is known and after allowance is made for net changes in stocks held by producers on the lease, but as it stands it represents a gain of 17 per cent. as compared with 1919, and of 76 per cent. as compared with 1913.

Imports of petroleum in 1920 amounted to 106,175,000 barrels, more than double the imports of 1919 and almost five times greater than the imports of 1913.

"These impressive figures," the survey comments, "emphasize the growing dependence of the United States on foreign supplies."

Apple Barrels Much Cheaper—Other Containers Will Cost More this Year, says H. E. Montague, of The Farmers' Mfg. Co.

"If conditions remain as they are the prices of fruit and vegetable containers, with the exception of barrels, will be slightly higher this year than they were last. Apple barrels will be materially cheaper. They can be bought now on a basis of 85c. delivered, as against \$1.10 last summer, and prices ranging as high as \$1.75 late in the season in New York, and up to \$1.35 in Virginia and West Virginia." So says *The Produce News*, of New York, in its January 7th issue.

The recent increase in freight rates is largely responsible for the higher prices of baskets, hampers and crates and it also prevented a larger decrease in the price of barrels. For it must be remembered that this increased freight rate applies not only to the finished product but to the lumber and nails before the containers are manufactured. When this increased freight rate is added twice it almost doubles the freight cost of a year ago. This increase must be added to the price the ultimate buyer pays.

Items of Increased Cost

"Various items enter into the increased cost of containers but the sinister grasp of the railroads is over all. The railroads get theirs every time. And sometimes two times. H. E. Montague, special representative of the Farmers' Manufacturing Company, of Norfolk, Va., knows the container business backward and forward, up and down, sideways and in all other directions. When he talks he says things. He is talking now:

"In considering the cost of containers two elements must be considered," says Mr. Montague, "material consisting of lumber and hardware, and labor and transportation. Roughly speaking, the material represents two-thirds of the cost and the other items the other third. Here is a letter from a manufacturer down in New Jersey, to whom I wrote that his prices were not in line with present conditions. He replies that he is paying \$60 per thousand for timber. In the pre-war days he was paying \$21, and even after the war started the cost was but \$35. Here is an increase that triples the cost in some instances and about doubles it in others. These prices will apply to New Jersey, New York or New England. Gum timber, used extensively in the South, is now selling at \$36 and \$42 per thousand feet where it was \$11 and \$13 in 1914.

Crates to Be Heavier

"Another item that must be considered is the heavier material used in making crates. By agreement with the railroads and the American Railway Express Co., manufacturers are using veneer $\frac{3}{4}$ in. thick instead of $\frac{1}{2}$. This change is desirable; the thinner veneer was not satisfactory to shippers, and nails and staples used did not hold firmly. But this increase in thickness means an increase of 50 per cent. in the quality of material used. The standard lettuce crate also is being made with frame ends $1\frac{1}{4}$ in. instead of $1\frac{1}{2}$.

"Labor may be coming down in some industries, but I know several manufacturers of crates and baskets who have tried recently to reduce wages, and they failed because they could not hold their workers. Wages have been lowered in the lumber regions of Maine and the price of hardwood and some kinds of building material has been lowered, but the cost of material used in making fruit and vegetable containers has not been reduced. Indeed, they are higher in many cases than they were a year ago."

Barrels to Be Cheaper

"Barrels are to be cheaper this year than they were last season. Mr. Montague a year ago made a contract with the Hudson River Fruit Exchange for 50,000 apple barrels at \$1 each. Before the barrels were all delivered freight rates were raised and the Exchange voluntarily raised the price to \$1.10 delivered. These barrels were set up at Milton, N. Y. Mr. Montague has just renewed the contract for this year, the quantity being at least 50,000 barrels, with the option of making it as much as 100,000, and the price is 85c. This means delivered at the individual orchards, delivery being made by auto truck.

"Orchardists who are in position to hire a cooper and make their own barrels can beat this price. That is, they can reduce it unless they have to pay too much for cooerage. Prices for barrel staves for January delivery are now \$16.65 per thousand. A year ago the quotations were \$30 and \$37. Gum heads can be had for 12 $\frac{1}{4}$ c. per set against 22c. a year ago. Pine heads

are quoted at 10 $\frac{3}{4}$ c. Elm hoops are \$28.50 per thousand. Last year the price fluctuated widely, small transactions being as high as \$90 during the rush in the Fall.

Prices Much Lower

"These prices are much lower than a year ago. Of course they are in car lots. It requires 16 staves to make a barrel, which makes the cost about 27c. With six hoops to the barrel the cost is a trifle more than 17c. per barrel. Add these items and the cost of the heads and you have 55c. and 75c. for the actual material entering into a barrel. The cost of setting up a barrel in the North is usually figured at 13c. and in the South 10c. Add 8c. for hardware and hauling, a figure that is regarded as conservative, and the cost of each completed barrel is 75c. or more. Selling costs and overhead will mean that the orchardist who buys now will pay about 85c. What he will pay next September is problematical, but it is much more likely to be higher than lower.

"An orchardist who comes from the Hudson River Valley says he has bought material for his barrels at 66c. delivered and is paying 6c. to the cooper who sets them up. This will make 72c. and he has been wondering if he has paid too much, as it was not long ago that he bought them for half as much.

"Potato barrels are usually about 15c. cheaper than apple barrels as they are made from cull stock and this stock can now be bought at proportionate reductions. "The increased freight rate is one item that can't be dodged," said Mr. Montague. "The average freight on a car of shooks from Virginia to New York or New England points was \$90 a year ago. Add 40 per cent. to that and you have \$125. This means higher prices for containers unless the cost of material and labor are lowered and there are no present indications that they will be."

FINAL 1920 APPLE CROP ESTIMATE SHOWS 40 PER CENT. GAIN OVER 1919

Final estimates by the Department of Agriculture as to apple production for the United States place the commercial production at 36,372,000 barrels as compared with 26,174,000 barrels in 1919, a gain of 40 per cent. over the 1919 yield. Principal increases are noted among the Eastern States, notably in New York, where a crop of 9,275,000 barrels may be contrasted with one slightly below 3,000,000 for that State in 1919. Total production for the country, both commercial and farm, is given as 240,442,000 bushels or 80,147,334 barrels.

"THE BAKED APPLE CLUB" HOLDS MEETING

"The Baked Apple Club," an organization of old days in the United States forest service, was revived at the recent meeting of the foresters of the various States, held at Harrisburg, Pa. The foresters arrived early for the formal session and held a series of conferences on methods. Governor B. W. Olcott, of Oregon, who was on hand to attend the conference of Governors, remained for the foresters' meeting and presided at some of them.

"The Baked Apple Club" as revived by Commissioner Gifford Pinchot, had a menu of baked apples and gingerbread served as they used to be served at conferences held by Mr. Pinchot when in the forestry service.

PEKIN COOPERAGE COMPANY LOOKS FOR INCREASED DEMAND

The tight barrel plant of the Pekin Cooperage Company at Helena, Ark., is keeping its 150 employees busy in preparation for the good demand for cooperage products which the company expects.

MISSOURI COOPERAGE MAN IN GENERAL ASSEMBLY

Mr. Robert Denny, of the Denny Stave & Lumber Co., Bloomfield, Mo., has been elected on the Republican ticket to represent his section in the Fifty-first General Assembly, functioning at Jefferson City, Mo. Mr. Denny is the first Republican elected from Stoddard County since 1872.

The Barron Cooperage Co., Marionville, Mo., has installed a barrel-making machine which has a daily capacity of 1,800 barrels. The increased apple barrel demand in their territory is the reason for the enlarged output of the Barron Cooperage Co's plant.

PHILADELPHIA PORT CHOSEN FOR FLOUR EXPORT

Philadelphia has been selected as one of the seaports for handling export flour shipments. Loading facilities are to be constructed jointly under the direction of the city government, the United States Shipping Board and the Millers' National Federation. A. L. Goetzman, president of the Millers' National Federation, made this known upon his return home to Minneapolis, Minn., January, 20th, from conferences in Washington on discriminatory ocean freight rates on flour.

The movement to thus equip Atlantic ports was started to overcome the demoralization in the milling industry, which has resulted from the exportation of wheat rather than flour. This discrimination, Mr. Goetzman said, is responsible for at least half the decline in milling output of the country and has cost the farmers fifty cents a bushel, or \$375,000,000.

Rates were twenty-five cents per hundred pounds higher on flour than on wheat, which amounts to about fifty cents per barrel more on flour than on the same amount of wheat. On November 1 the shipping board reduced the rates so that the differential on flour over wheat was five cents per hundred pounds.

Action of the board, Mr. Goetzman said, came too late to bring any great revival in the export business, it having decreased from 40 to 50 per cent. since July 1, while wheat exports increased around 150 per cent. The shipping interests sought to have this differential again advanced, and conferences were held in Washington on the proposal early in January and the differential was kept at five cents per bushel. Out of the conference came a marked attitude of co-operation between the millers and shipping board. This resulted in the adoption of a resolution by the millers' emergency defense committee, which reads:

"Resolved, That we the millers of the emergency defense committee as representing the entire milling industry of the United States, hereby pledge ourselves individually and collectively to urge the milling industry to use, to the utmost of its ability, American bottoms in the ocean transport of its product." Mr. Goetzman said the American milling industry has suffered owing to the great activity of Great Britain in building up its milling capacity.

"Great Britain," he said, "is now going into the countries that have been our very best customers and is selling flour made from wheat taken from our American farmer. Our whole American wheat market is in the hands of the Royal British Commission, and, according to careful estimates, they now have or have contracted for 200,000,000 bushels of wheat from this country."

NORTHWEST FLOUR TO BE SENT EAST

Recent report from Seattle, Wash., is to the effect that flour shippers in the north Pacific coast territory have prospects of moving a portion of their 1921 grain into southeastern ports and the Atlantic seaboard, and are preparing to establish eastern connections.

According to the report the wheat situation is improving. Montana mills, which have been able to force Puget Sound mills out of their territory with lower-cost wheat flour, have used up the bulk of their merchantable grain, and north coast millers are preparing to resume their former position. Sales of Canadian wheat in this territory are looked for soon.

Minnesota mills have been bidding against Puget Sound mills for Montana wheat. Mills of the Pacific Northwest, which have been about 90 per cent. idle through the fall and winter, are now resuming. It is estimated that 50 per cent. of the 1920 crop of wheat in Washington, Oregon and Idaho is still in the hands of the farmers.

The Oriental export demand is quiet, due to the money exchange situation. Chinese buyers are off the market. A little flour is moving to Manila.

The west coast of South America is inquiring and payment of bills is more prompt, but buyers are not keeping to their contracts to make payment in American money. North coast millers exported a shipment of flour to Brazil early in the winter, and on arrival it was rejected. Millers say they cannot afford to build up a foreign trade and involve capital in a line of business of this character and prefer to wait further contracts until exchange is nearer par.

LARGE WEST COAST COOPERAGE PLANT UNDER WAY

Work of construction on buildings for the plant of the Olympic Cooperage Company, Port Angeles, Wash., is being rushed through to an early completion. The plant, it is reported, will be one of the largest on the West coast and will be modern in every way.

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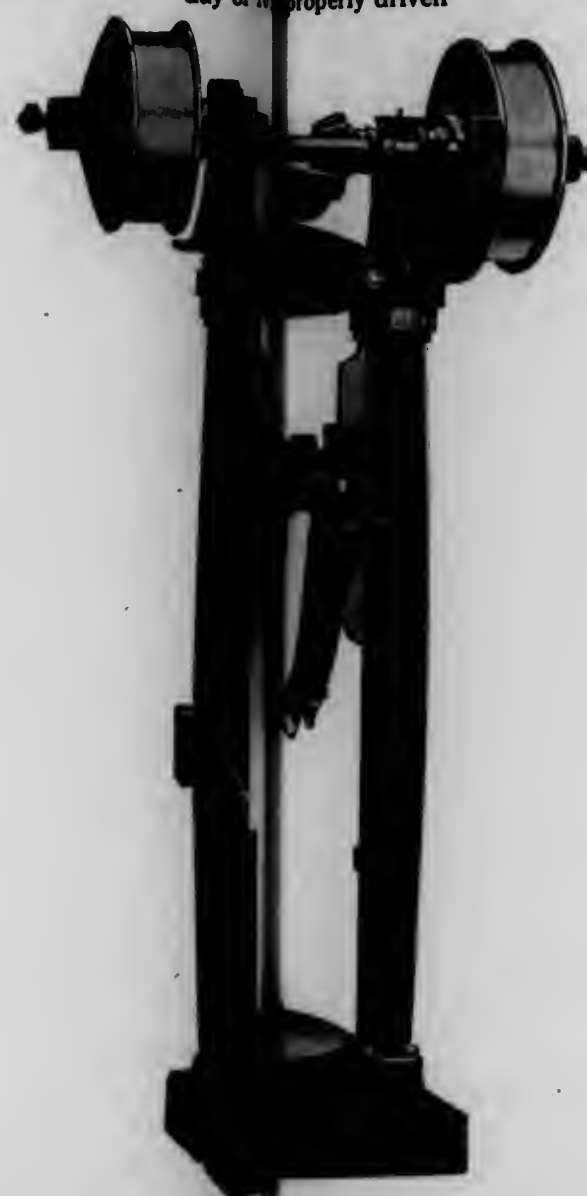
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British Trade Envy America Its Cooperage Association, Says Journal's Special Correspondent

Reports to hand from all sources are anything but promising, indeed, one would need to be blessed with more than the average amount of optimism to see a way out of the present conditions. The army of the unemployed is being augmented day by day, and the Government has a hard nut to crack in finding a solution to this ever-increasing problem. The latest Government proposal for the relief of unemployment is not meeting with the unanimity which one would wish for. The idea outlined in Sir Robert Horne's recent circular to the Chamber of Commerce is that employers should establish in their industries a system of short time in order to give employment to the maximum number of workers, and in order to encourage the adoption of the system the Government is setting the example in its own works. The matter is obviously one for arrangement between the employers and the trade unions. The extent of the application of the principle must be determined by the conditions in each industry, in fact the Government's suggestion is a step towards the realization of the proposal that each industry bear its own burden.

Obviously, the scheme cannot be regarded as solving the root problems of unemployment. It is nothing short of a palliative measure at the best, a device for tiding over a period of acute distress. Many of our leading merchant princes have the contention that the present industrial depression is due, not to over-production, but to feeble purchasing power on the part of our former customers. But whilst big schemes are being drafted for the establishment of more tolerable conditions of international trade, something must be done to help the man who is adrift in the streets because somebody far away cannot afford to buy the products of his toil.

Unemployment a Gigantic Problem

Unemployment, to deal successfully with, is a gigantic problem for any body of men to tackle, and its ramifications, being national, require the best brain of a nation to solve; it affects the whole, and the burden must likewise be shared by the whole. To the writer's mind, high wages and less output is to a large degree responsible for slackness in trade. The high prices of commodities is slowly but surely throttling the trade of the country. The "ca' canny" principle, or "do the least you can" bogey has had its day, and that to the detriment of national prosperity and trade. One often wonders when will men waken up to the fact that high wages, better working and living conditions, can only be had when a man gives of his best and does not shirk his responsibility. Any nation's success, commercially speaking, is built up by the progressive unit and not so much by the combinations of companies.

Results of "Do as You Please" Business Method Not So Easy to Overcome

In cooperage circles we have all had experience of the "do as you please" propagandist, especially during the war period, and now that trade is diminishing, the self-same individual is among the first to hoist his S. O. S. signal, and expects that his former actions, in time of difficulty and trial, will be forgotten and will have passed into the sea of forgetfulness, to be remembered against him no more. Such are the expectations, but the question of fulfillment is another matter.

British Slack Cooperage Trade Hard Hit

During the past month the cooperage industry has been hard hit, especially in the chemical trade, large numbers of the men being on short time, and at the moment of writing things are getting rather worse than better. The writer is afraid it will be some time yet before any improvement takes place.

Tight Branch in Better Shape

The tight work section of the trade is in rather a better condition, although one cannot say how long these conditions will last. There is always a big push among the spirit workers about the close of the year, after which there is usually a slackening off.

Large Sugar Refineries Are Closed Down

The sugar industry, in which large numbers of coopers are employed, has, during the past few weeks, been in rather a bad way. Many of the large refineries have had to close down owing to large stocks and inadequate storage room for both refined and raw sugars. Naturally, we look on the present condition of affairs in a temporary light and feel confident that ere long the trade will come back to its normal condition. It is considered not unlikely by those in a position to know, that an early announcement will be made regard-

ing the de-control of sugar, and in the meantime a slight reduction in price is anticipated, possibly two cents per pound. Sugar prices are expected to fall gradually, although too much in this direction must not be anticipated. It is not going too far, however, to say that the price will probably fall to 16 cents per pound within the next month or two, and should this take place the result will undoubtedly be beneficial to all engaged in the industry.

Work of The Associated Cooperage Industries of America Will Help Foreign Trade

We of the industry on this side are delighted at the progress being made for the building up of the cooperage industry in America. Such plans as those brought forward by The Associated Cooperage Industries of America are bound to be of great and lasting value to all importers, more especially in the plans brought forward for the grading of staves. This in itself ought to instil more confidence in the minds of foreign buyers who have been, to a large extent, sufferers in the past, and who, it must be said, have had, in a great many cases, their confidence misplaced.

A "Quality" Barrel Its Own Best Advertiser

Then, again, we all agree that the boosting of the wooden barrel as a container is a step in the right direction, but in this respect let us not forget that advertising an article is not the Alpha and Omega of the whole business. We must make quality barrels. If we do not, no amount of advertising will help our business. I am of the opinion that the good article does not require the same amount of advertising as the inferior; quality always tells; and when you get your customers pleased you will always get repeat orders. I feel sure, Mr. Editor, that the efforts being put forth for a saner method of business will in due course bear abundant fruit. We all agree that the barrel is the best container, this being proved beyond doubt by the continued increases of output by our large cooperage concerns.

Envy America Its Cooperage Association

We certainly envy our American cooperage friends for the foresight displayed in the formation of such an association as The Associated Cooperage Industries of America. We on this side, I am sorry to say, lack your enthusiasm, but I feel sure your efforts will be followed by the coopers in this country with great interest, and possibly in the near future something akin to your association will be formed on this side. We want more and more to do away with trade antagonism and set ourselves out, not "each for self," "but each for all," or, as your association has it, "One for all—all for one." Cut-throat competition of one cooper against another is not for the good and well-being of the trade, and the sooner we realize this the better.

FOREIGN TRADE COUNCIL OPPOSES CUT IN FOREIGN TRADE APPROPRIATIONS

Appealing to Congress for increased appropriations for support to the Government Service of Trade Promotion and Trade Information, the National Foreign Trade Council declares that it is wise economy to spend money in proper ways that will promote commerce and thereby increase the Government revenues. The Council points out that 60 per cent. of the revenues for 1919 came from successful commercial activities and that our foreign trade produced more than 13 per cent. of the total revenues. The Council has sent to each member of the House of Representatives a leaflet entitled "A Square Deal for Our Foreign Trade," in which it makes a number of interesting statements regarding our international commerce and the extent to which it is promoted by private enterprise, as compared with Government support. The leaflet says:

A Square Deal for Our Foreign Trade

Every man, woman and child in the United States is vitally concerned in the maintenance of our foreign trade, since—
Seventeen per cent. of our total production is devoted to foreign trade.
One-fifth of our industrial and agricultural population depend for their livelihood on foreign trade.
Every industry exports some part of its finished products.
Most industries import essential raw materials.

The price of our agricultural products is determined by the laws of supply and demand in the markets of the world.

Certain imports are essential to the fertility and operation of our farms.

All parts of the United States, however distant from the seacoast, contribute directly or indirectly to our foreign trade.

Congress has never granted appropriations in support of the foreign service of our Government in any way commensurate with its importance or at all comparable with appropriations granted other services.

Our foreign commerce in 1919 amounted to \$11,824,790,922.

As \$916,510 was appropriated for the Bureau of Foreign and Domestic Commerce, and as approximately \$1,880,505 of the State Department's appropriations were used solely to aid foreign commerce, the United States Government spent in promoting foreign trade only 2-100 of 1 per cent. of the value of our exports and imports.

Our agricultural production in 1919 was valued at \$24,982,000,000.

As the Department of Agriculture was granted \$33,899,761 to aid agriculture, the U. S. Government spent in promoting agriculture 13-100 of 1 per cent. of the value of our agricultural products.

In proportion to their respective values, therefore, Congress appropriated six and one-half times as much for agriculture as it did for foreign trade.

It was true economy to make these appropriations for agriculture. They delivered the goods.

It will be true economy to make similarly liberal appropriations for foreign trade promotion. They will deliver the goods.

In 1920 the Government devoted 93 per cent. of its expenditures to payments upon wars, past present and future.

Our foreign commerce produced more than 13 per cent. of the total revenues of the Government in 1919, out of which these payments on account of war were made.

But the U. S. Government devoted to foreign trade promotion only 5-100 of 1 per cent. of its total expenditures.

Private enterprise has done its full share in promoting our foreign trade.

Private concerns spend an average of 7 per cent. in promoting their foreign trade.

Private concerns spent in 1919 a total of approximately \$550,000,000 in promoting exports alone.

Therefore, private enterprise spent 180 times as much on exports alone as did the U. S. Government on both exports and imports.

Some private firms each spend more than does U. S. Government in promoting foreign trade.

It is a legitimate function of Government to carry on certain foreign trade promotion which can not or should not be handled by private enterprise.

American business with foreign countries cannot be conducted without the assistance of the Consular Service or without protection by the Diplomatic Service.

Private firms cannot obtain from official sources information which may be readily available to commercial attachés.

Government foreign service can collect information which small producers individually cannot afford to gather.

Government foreign service avoids duplication of effort in the collection of data of general interest.

There is no economy in diminishing the sources of our Government revenues.

Taxes on income and profits supplied 60 per cent. of our Government revenues in 1919.

These taxes accrue only if our industries operate at a profit.

This profit depends on the maintenance of our foreign trade, which disposes of our 17 per cent. surplus production to the best advantage.

Customs duties supply 3.6 per cent. of our Government revenues.

These duties obviously depend on the maintenance of our imports.

The greater our foreign trade becomes, the greater will be the revenues based on profits and on imports.

The more Congress grants the Government Departments for constructive work which cannot be carried on by private enterprise, the greater our foreign trade will become.

It is dangerous to weaken an organization when the strain upon it is greatest.

Our foreign trade is now faced by renewed foreign competition, with exchange everywhere unfavorable to our exports.

Foreign governments are reorganizing and increasing the government services which support their foreign commerce.

It is the part of prudence and of economy for the United States to do the same.



OFFICE OF SECRETARY, A20 RAILWAY EXCHANGE BLDG.,
ST. LOUIS, MO.

Consolidated Classification Committee Docket No. 5 Barrel Specification

Your secretary appeared before the Consolidated Classification Committee at a hearing held in Chicago, January 17th, in connection with proposed amendment to the Consolidated Freight Classification Rule No. 5, providing specification for tight barrels used as containers, and which is designed to insure suitable cooperage.

At our request this matter was postponed, pending a suggestion from the Association for a provision that will accomplish that purpose and at the same time be thoroughly practical.

Rate via Thebes Gateway

Mr. H. V. Hardie, Director of Traffic, Interstate Commerce Commission, announced at a conference held at Chicago, Ill., January 15th, at which the Association was represented, that with respect to the territory to which joint rates on lumber and related articles were in effect August 25th, based on combination of separately established locals up to and beyond Thebes, Ill., the interested Southwestern and C. F. A. carriers will give consideration to applying via Thebes, Ill., rates not in excess of those currently applicable via East St. Louis, Ill.

\$10.00 Penalty Charge

We, together with other interests, recently filed a request for the suspension of tariff publication continuing the \$10.00 penalty charge on shipments of cooperage stock held for reconsignment beyond free time. However, the tariff in question was permitted to go into effect. This subject is covered by a formal complaint now pending before the Commission, in which we have intervened in behalf of shippers of cooperage stock.

Reparation Claims

Attention is called to Section 206, Paragraph C, of the Transportation Act of 1920, which provides that "reparation claims may be filed with the Interstate Commerce Commission within one year after the termination of federal control...." Therefore, such claims now being considered by the Railroad Administration should be filed with the Commission prior to March 1st, else they will be barred by the statute.

A National Budget System

Our Association has gone on record as strongly favoring a National Budget System. As you no doubt know, the so-called McCormack-Good Budget Bill passed both Houses of Congress in its last session, a few days before adjourning. The bill was vetoed by the President, and having failed to pass the House over his objections, and then passed the Senate in its amended form during the closing hours of the last session, but did not reach a vote. The bill is therefore on the calendar and subject to a vote at any time. Should it not be passed by the Senate at this session it will have to be taken up anew at a special session as an original measure, which might result in great delay. It is therefore suggested that members urge upon their Senators that prompt action be taken on this bill so that it may be passed and become a law during the present session of Congress.

Treasury Department—Bureau of Internal Revenue Inventories

The following important rulings of the Treasury Department with reference to inventories, in connection with income tax, have been recently announced:

T. D. 3108

"Article 1582, Regulations No. 45, is hereby amended to read as follows:

Art. 1582. *Valuation of Inventories.*—Inventories must be valued at (a) cost or (b) cost or market, as defined in Article 1584 as amended, whichever is lower. (See Art. 1585 for inventories by dealers in securities.) Whichever basis is adopted must be applied consistently to the entire inventory. A taxpayer may, regardless of his past practice, adopt the basis of 'cost or market, whichever is lower,' for his 1920 inventory, provided a disclosure of the fact and that it represents a change is made in the

return. Thereafter changes can be made only after permission is secured from the commissioner. Inventories should be recorded in a legible manner, properly computed and summarized, and should be preserved as a part of the accounting records of the taxpayer. Goods taken in the inventory which have been so intermingled that they can not be identified with specific invoices will be deemed to be the goods most recently purchased."

T. D. 3109

"Article 1584, Regulations No. 45, as amended by T. D. 3047, is hereby amended to read as follows:

Art. 1584. *Inventories at market.*—Under ordinary circumstances, 'market' means the current bid price prevailing at the date of the inventory for the particular merchandise in the volume in which ordinarily purchased by the taxpayer. This method of valuation is applicable in the cases (a) of goods purchased and on hand, (b) of basic elements of cost (materials, labor and burden) in goods in process of manufacture, and (c) of finished goods on hand; exclusive, however, of goods on hand or in process of manufacture for delivery upon firm sales contracts at fixed prices entered into before the date of the inventory, which goods must be inventoried at cost. Where no open market quotations are available, the taxpayer must use such evidence of a fair market price at the date or dates nearest the inventory as may be available, such as specific transactions in reasonable volume entered into in good faith, or compensation paid for cancellation of contracts for purchase commitments. Where, owing to abnormal conditions, the taxpayer has regularly sold such merchandise at prices lower than the current bid price as above defined, the inventory may be valued at such prices, and the correctness of such prices will be determined by reference to the actual sales of the taxpayer for a reasonable period before and after the date of the inventory. Prices which vary materially from the actual prices so ascertained will not be accepted as reflecting the market, and the penalties prescribed for filing false and fraudulent returns may be asserted. Goods in process of manufacture may be valued for purposes of the inventory on the lowest of the following bases: (1) the replacement or reproduction cost prevailing at the date of the inventory; or (2) the proper proportionate part of the actual finished cost; or under abnormal conditions; (3) the proper proportionate part of the sales price of the finished product, account being taken in all cases of the proportionate part of the total cost of basic elements (materials, labor and burden) represented in such goods in process of manufacture at the stages at which they are found on the date of the inventory. The inventories of taxpayers on whatever basis taken will be subject to investigation by the commissioner, and the taxpayer must satisfy the commissioner of the correctness of the prices adopted. He must be prepared to show both the cost and the market price of each article included in the inventory. It is recognized that in the latter part of 1918, by reason among other things of governmental control not having been relinquished, conditions were abnormal, and in many commodities there was no such scale of trading as to establish a free market. In such a case, when a market was established during the succeeding year, a claim may be filed for any loss sustained in accordance with the provisions of section 214 (a) 12 or section 234 (a) 14 of the statute. (See Arts. 261-268.)"

National Industrial Tax Conference

The National Industrial Conference Board, 10 E. 39th Street, New York City, announce the availability in printed form of the proceedings of the Second National Industrial Tax Conference, held in New York City, October 22 and 23, 1920, and issued as Special Report No. 17. Price \$1.00 per copy.

DEATH OF W. F. STOWERS

A wide circle of friends and business acquaintances will be sincerely grieved to learn of the death of W. F. Stowers, of Attalla, Ala., which occurred during the past month.

Mr. Stowers was an active man of wide business interests, being president of the Stowers Heading Co., Jacksonville, Ala., as well as a director in the Powell Cooperage Co., the "Warrior Heads" manufacturers of Memphis, Tenn. In addition to his cooperage connections Mr. Stowers was president of the Birmingham Ore & Mining Co., Birmingham, Ala.

GROUP MEETINGS DURING JANUARY

The following Association "Group" meetings were held during January:

The Pine Heading Group at Birmingham, Ala., January 19th; the Tight Stave and Heading Group at Memphis, Tenn., January 20th, the Slack Stave, Heading and Hoop Group at Memphis, Tenn., January 21st, the Eastern Shore Barrel Manufacturers at Norfolk, Va., January 28th. The Shenandoah Valley Manufacturers' Group is scheduled to meet at Winchester, Va., February 1st.

CARELESSNESS IN INVOICING FOREIGN SHIPMENTS DETRIMENTAL TO TRADE

As a result of the failure of American shippers to comply fully with regulations regarding Brazilian consular invoices, receivers of American goods at Brazilian ports are frequently subjected to fines and put to considerable trouble. This matter is called to the attention of the Chamber of Commerce of the United States in a communication just received from the American Chamber of Commerce at Sao Paulo, Brazil.

The Sao Paulo Chamber points out the necessity of giving complete information called for in each separate column of the Brazilian invoice form, specifying that the use of abbreviations results in a fine being imposed on the consignee. The letter reads:

"Consignors of merchandise are failing to write out the country of origin of the goods and the country where the goods are purchased in full, in each of the columns provided for that purpose on the consular invoice, and are abbreviating along the top of each column the name of the country or origin, 'United States of America' or 'Estados Unidos da America' to 'U. S. A.' or 'E. U. da A.', placing these initials across the two columns in question.

"This abbreviation is used of course for convenience sake, but the consignees in Brazilian ports, on dispatching their goods, are fined because of such abbreviation.

"We might also call your attention to the fact that the custom house officials discharging the goods receive fifty per cent. of the fine levied on consignees taking their wares from the custom house, which fact encourages the fine for the slightest deviation from the Brazilian consular invoice regulations."

PENNSYLVANIA LUMBERMEN URGE FREIGHT RATE CUT

On January 26th the Pennsylvania Lumbermen's Association adopted a resolution demanding a cut in freight rates throughout the State. The move was made at the opening meeting of the twenty-ninth annual convention of the association, held in the Bellevue-Stratford, Philadelphia, on that date. The resolution, introduced by E. K. Moyer, of Perkasie, read as follows:

"Be it Resolved, That the Pennsylvania Lumbermen's Association go on record as demanding a decrease in freight rates throughout the State, and that steps be taken by the association to effect such action as soon as is possible."

Percentage Method of Cost Figuring Not Practical

Fred S. Pyfer, of Lancaster, spoke on costs as they concerned lumber retailers. "The man today who is still an optimist," he said, "is the one who has his business so arranged that he knows the exact cost of its maintenance. It is hard to determine which of the many systems in general use is the most practical. The percentage method seems to be the most adaptable, yet in many cases it is not at all practical.

"During the last year I have come in contact with many lumber dealers in various parts of the State who were using this method. The majority of them I found were actually at sea about the rate of profit they were making. In some instances they really believed they were making 30 per cent. profit, and after a look at their books I found they were making only 10."

A resolution by Henry Palmer, of Langhorne, was adopted, calling upon the association to formulate by-laws providing arbitration in all disputes between members of the association and the firms they deal with.

Speakers at the afternoon meeting included Harry J. Meyers, the president; T. J. Snowden, treasurer; J. Frederick Martin, secretary; Henry Coles, of Camden, on railroads and transportation; E. V. Barnes, Yardley, on legislation, and C. Frank Williamson, of Media, on the constitution and by-laws of the organization.

J. T. Snowden, of Scranton, and Lewis W. Brooks, Wilmington, Del., were re-elected directors. Luther C. Ogden, of Cape May, was elected to the third place on the board. The convention closed January 27th.

Gordo, Ala., it is reported, is to have a new state plant soon. L. M. Pearson will erect the mill.

ESTABLISHED OVER ONE HALF CENTURY



Officers and Directors:

L. CARROLL HOLLINGSHEAD, President
PAUL L. DYSART, 1st Vice-President
CHARLES L. ALLEN, 2nd Vice-President
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J. D. HOLLINGSHEAD CO. 208 S. LA SALLE STREET CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

THE BUFFALO COOPERAGE MARKET

Conditions remain quiet in all branches of the cooperage trade and the outlook for improvement is regarded as uncertain. The flour business, which is the mainstay of the cooper in this territory, is as dull as it was a month ago, with hardly anything doing. Most manufacturing lines which use barrels in large quantity are running light, though they anticipate that improvement will occur with them during the next few weeks.

The Price Market

Much uncertainty also exists as to the prices on slack cooperage material. The demand is not large enough to maintain a firm market and buyers find the mills in a mood to entertain offers below their list prices, which shows they are anxious for orders. Quotations f. o. b. Buffalo are stated to be as follows:

No. 1, 30-inch elm staves.....	\$28.00 to \$30.00
No. 2, 30-inch elm staves.....	20.00 to 22.00
No. 1, 30-inch gum staves.....	25.00 to 27.00
No. 1, 28½-inch elm staves.....	30.00 to 32.00
No. 1, 28½-inch gum staves.....	27.00 to 29.00
No. 2, 28½-inch gum staves.....	19.00 to 21.00
Mill run, 28½-inch gum staves, fruit..	19.00 to 20.00
No. 1, 19½-inch basswood heading.....	21c. to 23c.
No. 1, 19½-inch gum heading.....	20c. to 22c.
No. 1, 17½-inch basswood heading.....	18c. to 20c.
No. 1, 17½-inch gum heading.....	16c. to 18c.
Six-foot hoops; six-foot-nine hoops..	\$28.00 to \$33.00

The market is pretty nearly bare of 28½-inch staves at this time and prices are showing an advance. Heading is on a lower basis than a month ago. Hoops are not much changed in price.

Present Condition of Cooperage Trade Anticipated

"There is practically nothing doing in the cooperage line," said an authority in the trade the other day. "It is only natural to expect quiet at this time, and the dullness is fully up to expectations. What is true of the flour trade seems to be true also of other lines, including lime and cement. The outlook for the building industry is not very clear, but there should be a good deal of building this spring, which would be a help to the cooperage trade. Barrels may come down a little, with other things, because of the general reduction in prices."

"Buy a Barrel of Flour" Campaign Sidetracked

The "Buy a Barrel of Flour" movement appears to have been sidetracked. If one believes the millers, he forms the impression that the American people must be going without food these days. Somebody must be buying flour, but the majority of millers call trade about as slow as they have ever seen it. If action is followed by reaction, this should mean boom times for millers and coopers before long.

Jackson & Tindle report active mill operations, but mostly on lumber. The coopers, they state, have little stock, but are buying very sparingly as yet.

Flour in Wood for West African Trade

Millers join the coopers in saying that there is not much prospect of revival in the slack barrel trade right away. The high price of barrels has cut out what miscellaneous trade there was, and home flour trade does not want to pay for the barrels at any price. The larger millers are getting some demand for flour in wood in their West African trade, but export flour trade is quite as dull as any just now.

The coopers do not stand much chance of adding to

their business from the shipment of flour to Europe by the children's relief committee. The Washburn-Crosby Co. has undertaken to look after most of the western New York territory, but arrangements for Buffalo have not yet been made. The flour is to be shipped, it is said, in cotton.

Eastern vs. Western Grown Apples

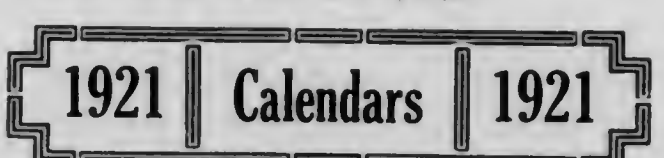
Apples are in plentiful supply in this market and the best varieties are wholesaling at \$1.50 to \$2 per bushel. The demand is reported to be light. No doubt this is due partly to the fact that apples have been unusually cheap in the growing sections, so much so that a great part of the crop did not get into barrels at all, and much of it was not even picked, but allowed to freeze on the ground. The result has been to operate against the Western boxed apple this year, and prices on the latter have had to be quite cheap on account of the severe competition. People refuse to pay \$4 or \$5 a box for a fine-looking Western apple when they can buy a bushel of good Haldwins for \$1 to \$1.25, and other varieties for not more than double the latter figures.

Wm. G. Pennypacker Reports Trade Conditions Will Soon Show Considerable Improvement

William G. Pennypacker, Jr., finds the demand for slack cooperage stock small as yet, owing to the uncertainty as to when general business is going to revive, but he anticipates that it will not be long before conditions show considerable improvement.

Will Erect Apple Packing and Shipping Plant

A one-story fireproof building is to be erected by the E. A. Reed Co., manufacturers of excelsior apple barrel cushions, corrugated paper caps and other material for apple packing and shipping, at Albion, N. Y. The building will take the place of the one burned on December 21st, with loss of \$150,000.



J. D. Hollingshead Co., slack cooperage and cooperage stock manufacturers, Chicago, Ill., have made effective use of their "Gold Standard Cooperage Products" trade mark, by sending it out, in a greatly enlarged form, and with calendar pad attached, for a 1921 remembrance. Names of all of the J. D. Hollingshead Co.'s branch offices, nine in number, as well as the home office, are carried on the calendar pad, while the trade mark is also shown to good advantage. The conception makes a very novel calendar.

The JOURNAL's copy of the lovely 1921 calendar sent out by The Vail Cooperage Co., slack cooperage stock manufacturers, of Fort Wayne, Ind., advance notice of which sending Manager James W. Donaldson sent out announcement, came to hand finally and we want to acknowledge the safe arrival of the beautiful lady who adorns the same, and to express our appreciation of the charms she possesses. The Vail Cooperage Co.'s 1921 calendar justifies all expectations engendered by Manager Donaldson's letter.

Daniel W. Ryan, Inc., tight and slack cooperage stock and machinery, Chicago, Ill., remembered the trade with a very attractive 1921 calendar, panel-shaped and carrying an appealing home scene which is titled "Scotch Mother," with the explanatory lines that "The Scotch mother feeds her bairns' bodies on headsome parritch, chief of Scotia's food, and their souls on stories of 'Scots wha hae wi' Wallace bled.' What wonder that 'from scenes like these old Scotia's grandeur springs'?"

NEW YORK CITY, N. Y.
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MEMPHIS, TENNESSEE
MOBILE, ALABAMA

208 S. LA SALLE STREET
CHICAGO, ILLINOIS

SKILLED LABOR IN COOPERAGE TRADE IS SCARCE

WORCESTER, England, Jan. 4, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

In this country right at this time there is a great shortage of skilled labor in the cooperage trade. We have been advertising for over four months and have not had a single application. Even at tip-top wages skilled men are not obtainable. Everyone seems to have plenty to do among cooperage firms. We do a general cooperage business, new work and repairing, and our line is casks, buckets, tubs, etc., all sizes, shapes and descriptions, and all is hand work. We are always in the market for all classes of flat dressed staves.

Yours faithfully,

DUNN & SON.

"JOURNAL" IS VERY BEST COOPERAGE PAPER, SAYS L. M. STEINBACK

ST. LOUIS, Mo., Jan. 15, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

We are in receipt of the first copy of the JOURNAL on our subscription and are sure sorry that we did not subscribe to this journal before, as we find this is the very best paper in our line that we have ever read, and thank you very much for sending us the subscription blank.

We are dealers in second-hand barrels and business in St. Louis has decreased very much lately, prices having also dropped. It seems that consumers only buy just what they need for the week, and do not care to even give an order for the next week in advance, as they figure on a bigger drop.

Yours very truly,

STEINBACK COOPERAGE CO.,

per L. M. STEINBACK.

"JOURNAL" IS SOMETHING COOPERS CAN HARDLY DO WITHOUT, SAYS C. E. VINTON

FINDLAY, OHIO, Jan. 21, 1921.

EDITOR THE NATIONAL COOPERS' JOURNAL:

Please find check to renew my subscription. I find that the JOURNAL is something that coopers can hardly do without. The JOURNAL is all right and I want to thank you for such a good index to our business. Please continue the good work you are doing.

Yours truly,

C. E. VINTON.

The Minnequa Cooperage Co., which has been operating a plant at Little Rock, Ark., has filed notice of withdrawal from the State.

Slack barrels, hampers and other mill work is what the newly incorporated Builders' Lumber & Supply Co., Avon Park, Fla., is listed to manufacture.

The plant of the Mercantile Lumber Co. at Jackson, Miss., has been purchased by the Chess & Wymond Co., Louisville, Ky. The newly acquired plant will be rebuilt and used as a barrel finishing plant.

Repairs being made by the Blytheville Cooperage Co., Blytheville, Ark., are nearly completed and the company's plant will soon be running full time. The company has been operating half time since repairs were begun.

CORN DOWN TO LOWEST LEVELS SINCE 1913

A late January report from Kansas City says corn is selling at the lowest level of prices since January of 1913, and the market displays an extremely weak tone. Some grades of cash corn are selling down to fifty cents a bushel, less than a cent a pound, while the price received by producers in the surrounding States is less than thirty-five cents a bushel net.

In July of 1917 the grades of cash corn now selling around fifty cents a bushel here were bringing \$2.25 a bushel, and only eight months ago the market was holding up to \$2 a bushel for the cash grain. At this time a year ago cash corn was selling around \$1.50 a bushel on the Kansas City market.

The readjustment of prices for the grain, the most radical of any of the commodities marketed by farm-

ers of the Southwest, is based primarily on the harvest last fall of the largest crop in the history of the United States, following a near record crop in the preceding year. In addition to the record production of corn, the harvest of kafir and millo, close competitive feeds of the leading coarse grain, also was the largest in the history of the country, and other foodstuffs are in greater abundance than in any recent year.

RECORD CRUDE OIL YIELD

Crude oil production in California reached its highest point during December, 1920, when 10,002,383 barrels were extracted, bringing the total for the year to 105,618,706 barrels, the largest ever recorded, according to the Independent Oil Producers' Agency, Los Angeles, Cal.

U. S. OIL OUTPUT GAINS

The amount of petroleum produced in the United States during 1920 aggregated 442,162,954 barrels, according to the yearly review of the Oil City Derrick, Oil City, Pa., issued January 26th. This is a gain of 75,907,343 barrels as compared with the total for the previous year, and is the greatest increase ever recorded in the history of the oil industry.

Reports from the South indicate that several new stave and heading companies have been formed, and several new mills are in prospect. Such concerns have been attracted by good prices paid during the past year, but the recent slumps may scare some of them off. There is a grave danger that some of the smaller concerns may have trouble in financing and tiding over.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE—Re-manufactured Barrel Machinery. The following machinery good as new:
One Oram hung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
One Strait tight barrel windlass
One Oram oil barrel trusser
One Oram crozing, chamfering and leveling machine, revolving heads.
One hung-boring machine made by the Cincinnati Cooperation Company
One Oram heavy flaring and punching machine
One Oram barrel-turning lathe
Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.
All machines in stock at Fort Wayne, Indiana.
NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

For Sale—Rebuilt Cooperage Machinery

2—Setting-up Forms.
1—Crozer.
1—Power Windlass.
1—Heading-up Machine.
200—Truss Hoops.
Also 1 New Hoop Driver.
W. T. KING & CO., 802 Canal Bank Bldg., New Orleans, La.

FOR SALE—Hartman crozing machines and jointers; three styles, crozer separate, crozer combined with one jointer, and crozer combined with two jointers. New, fully equipped with countershaft and pulleys. Address W. L. SWARM, Millheim, Pa.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

FOR SALE—Complete slack cooperage equipment—50 H. P. boiler, 35 H. P. engine, 20x42" Whitney saw with extra saw, Gerlach double-wheel jointer, equalizer and cut-off shafts belting and pulleys; complete and in A-1 condition. Address "G. C. C." care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—AT A BARGAIN

2—70-inch St. Joe Veneer Lathes.
1—Rochester (Greenwood) Barrel Machine
Works pendulous swing box board machine
with 66-inch saw.
2—Oram Wheel Stave Jointers for jointing
staves up to 34 inches long, with 2 sets of
knives for each machine.
FARMERS' MANUFACTURING CO.,
NORFOLK, VA.

MACHINERY FOR SALE

FOR SALE—
1—20 x 40-inch Whitney Stave Saw, with extra saw.
1—Double-wheel Gerlach jointer.
1—Equalizer.
Address "SAW," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY WANTED

WANTED—One automatic tongue and groover, or Linderman Jointer, for small box work. Address "B. D.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To purchase for a new tight cooperage plant, the following second-hand machines:

1 Trevor Heading Turner.
1 Holmes Tight Barrel Heading-up Machine, No. 137.
1 Holmes Heading Planer, No. 107.
1 Robert Welsh Tight Barrel Heading-up Machine.
1 Stave Truck and Lumber Buggy.
1 Greenwood Heading Jointer, No. 3.
1 Glader Double Hoop Punch.
1 Glader Riveting Machine.
1 Glader Hoop Flaring and Expanding Machine.
1 Oram Punching Machine.
1 Oram Hung Boring Machine.
1 Oram Upright Trusser.
1 Oram Simplex Double End Windlass.
1 Oram Double Stave Jointer.
1 Oram Pull Down Trusser and Heading-up Machine.
1 Oram Chamfering and Crozing and Howelling Machine.
1 Oram Dreadnaught Double Stave Planer.
1 Oram Latest Heading Rounding Machine.
1 Oram Hoop-Driving Machine.
1 Oram Independent Double Stave Jointer.
Address, giving lowest cash price, STATION F. BOX 165, Montreal, Canada.

FINISHED PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

SECOND-HAND PACKAGES FOR SALE

For Sale—Used Casks—Bargain
We have for sale approximately 475 large casks which contained Citrate of Lime—packages in poor condition, but could be knocked down and re-coopered. These containers are made of Italian chestnut lumber. Will sell at your price if you buy promptly. THE WARNER CHEMICAL CO., Carteret, New Jersey.

TIMBER LANDS WANTED

WANTED—IN WEST VIRGINIA OR SOUTHERN STATES

10 to 20 million feet of virgin Hardwood Stumpage, mostly, or all, forked leaf white oak, on or near railroad or on good all year road to railroad. Should such timber proposition have on it already a saw mill or tight stave mill, would consider purchase of whole—both timber and mill.

Would buy in fee or stumpage only.
Write full particulars.

RAPP LUMBER CO., PINE BLUFF, ARK.

BUSINESS OPPORTUNITIES

EXPORT OPPORTUNITY

Large firm of shippers, importers and exporters, with good cooperage connections in Great Britain, are open for a few good agencies for all kinds of cooperage stock and requisites. Address "EXPORT OPPORTUNITY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

EXPORT OPPORTUNITY

SWISS BUSINESS MAN, actually residing in Spain, knowing English, French, Spanish and German; thoroughly acquainted with business organizations; energetic and progressive, and with important relations with European Cooperage market, wants position as export representative with company who requires and pays good for knowledge, ability and experience. Open to accept position in early spring. For particulars address "SWISS," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—About 240 sets 20" white oak and about 300 sets 20" red oak heading. AMERICAN BARREL COMPANY, 297 Bridge Street, Salem, Mass.

STOCK WANTED

WANTED—A quantity of sawed whiskey keg staves, 3/4" thick, running from 18 to 22 inches long, equalized. Address A. B. C. care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

HELP WANTED

WANTED—Cooper for repairing wine barrels. Apply T. G. BRIGHT & CO., LTD., Niagara Falls, Can.

WANTED—TRAVELING REPRESENTATIVE
We want a young man to travel buying and selling slack cooperage stock. One with some experience in the business preferred. Address Slack Department, J. C. Penney Company, 8 South Dearborn Street, Chicago, Ill.

General Foreman Wanted

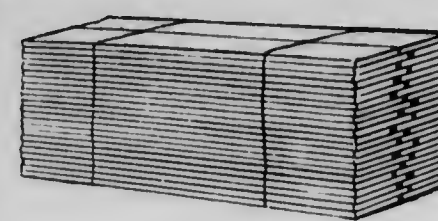
We want, at once, an intelligent and efficient young man as General Foreman in tight barrel factory, having a capacity of 3,000 barrels per day and employing 200 men. One with stave mill as well as factory experience preferred. Excellent opportunity. Only those thoroughly competent need apply. Address giving full particulars, reference, age, etc., SUPT. BARREL DEPT., Tide Water Oil Co., Bayonne, N. J.

POSITION WANTED

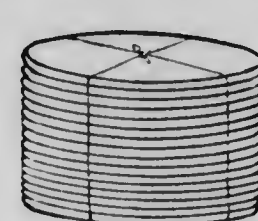
WANTED—Position as representative, on commission basis only, for an up-to-date slack cooperage firm of A-1 standing, to cover a limited territory in a large apple-producing section. Can furnish best of reference. Address "REPRESENTATIVE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position as Superintendent of tight barrel stave plant making finished staves. Have thorough knowledge of stave manufacturing and can handle mill. Address "E. A. L.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

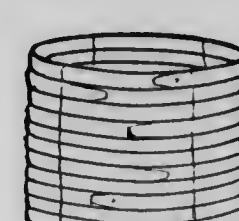
WANTED—Position as Manager or Superintendent of tight barrel plant. Have practical knowledge of the business extending over many years. Reference A-1. Address "COOPER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.



STAVES



HEADING

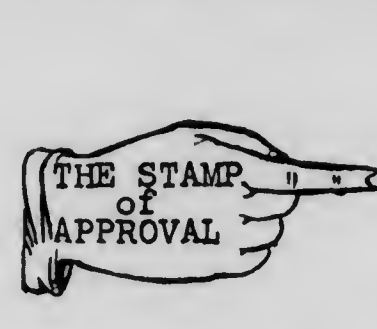


HOOPS



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Slack Cooperage



OUR STOCK like the word of honorable men—ALWAYS GOOD

MILLS NORTH
Prompt Shipment
Guaranteed
MILLS SOUTH

WYLIE & WILSON, Inc.
SAGINAW, MICH.

APPLE BARREL
STOCK
Straight or Mixed Cans

RICHMOND MILLS

Manufacturers of

STAVES : White Oak : HEADING
: Red Oak : Gum

OFFICE: 311 LAMAR BUILDING
MILLS: GWINNETT AND FOURTH STREETS
AUGUSTA, GA.

The Carnegie Cooperage Co.

Second Avenue and P. R. R. CARNEGIE, PA.

Wholesale Dealers in Prepared

SECOND HAND BARRELS READY TO FILL

No order too large for us to handle
WHEN IN THE MARKET—WRITE US

Slack Cooperage Stock Wanted

Always in the market for
28½ in. and 30 in. No. 2 Staves,
34 in. Mill Run Staves,
19½ in. No. 2 and Mill Run
Heading,
23½ in. Mill Run Heading,
Coiled Elm Hoops.

We also buy Tight Cooperage Stock

Quotations solicited

Swift & Company
Cooperage Department
South St. Joseph, Mo.



can possibly get along without advertising in The National Coopers' Journal, but you will get along much better and much faster if you do use the only paper that specializes your class of buyers.
RATES ON REQUEST

South Side Cooperage Co.

1816-20 LOCUST ST. :: PITTSBURGH, PA.

Wholesale Dealers in

Second-Hand Barrels of Every Description

Always have large quantity on hand. Always in the market for Barrels and Heading
WRITE US WHEN YOU NEED BARRELS

SOUTH BARREL EXCHANGE

(Successors to CALIG BROS.)

BUYERS AND SELLERS OF ALL KINDS OF

EMPTY BARRELS

ALWAYS AT YOUR SERVICE

Address Us—2840 Smallman St., Pittsburgh, Pa.

A. M. WELTI & BRO.

Manufacturers of

Tight Cooperage
Milk, Oil and Lard Tierces
and Kegs

7832 Kinsman Road CLEVELAND, O.

L. E. MANKIN

Manufacturer and Shipper of

ALL GRADES OF
OAK STAVES

3/4 x 18 to 34 inches

Your orders solicited, address

LEWISBURG :: W. VA.

ARKANSAS HOOP & LUMBER CO.

Incorporated

WYNNE :: ARK.

Manufacturers of

Coiled Elm Hoops

There may be some hoops as good as ours but None Better. Give us a trial.

GEORGE H. SEAGREAVES

Manufacturer of

34" OIL BARREL STAVES

Shorts 24" to 30" long

Prompt Shipments

WILSONDALE :: W. VA.

ARKADELPHIA MILLING COMPANY

USE ABC CODE, FIFTH EDITION

CAPITAL AND SURPLUS, \$600,000

Cable Address: ARKSTAVES—Arkadelphia, Ark.

American White and Red Oak Split & Bucked Staves A Specialty

EXPORTERS
 ARKADELPHIA : ARKANSAS

Try Our Palm Oil 1 1/2" x 44" Bucked Red Oak and 1 1/2" x 44"-34" and 26" White Oak Staves

When in the Market for Any Size or Grade of Slack Staves, Heading and Hoops

 WRITE
 THE J. V. WALSH COMPANY 707-8-9 PEOPLES BANK BUILDING
 PITTSBURGH, PA.

FRANCIS STAVE & LUMBER CO.

MANUFACTURERS OF

White and Red Oak Staves

Of All Kinds from 12 in. to 36 in. Long

Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks

We solicit your inquiries

BLACK -:- MISSOURI

Are You in touch with the buying powers in the cooperage industry. For a live wire connection

TRY THIS SPACE

DANIEL W. RYAN, Inc.

Tight and Slack Cooperage Stock — Machinery —

Exclusive Brokers to the Trade

WRITE FOR CIRCULAR

220 SOUTH STATE STREET - - - CHICAGO, ILL.

HAVE YOU SEEN THE Improved Spayd Brothers' Automatic Jointing Machine or the New Spayd Brothers' Stave Lifting Machine? You will profit by installing them. They pay for themselves.

Turn It Into Money

Have you anything to sell or want to buy or exchange anything? TRY OUR SPECIAL "AD" DEPARTMENT

It is our business to get buyers and sellers together and we can do it. It is your business to turn unused, or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large. THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

Hoop Nails Hoop Staples Hoop Fasteners

Bright, Blued, Coppered or Galvanized

Write for prices and samples

THE GEO. W. STANLEY CO. - Belleville, Ill.

HANLON-GREGORY GALVANIZING COMPANY

Hot Process Galvanizing of Hoop Steel in Coils and Cut Lengths

PROMPT DELIVERIES

24th Street and A. V. R. R., PITTSBURGH, PENNSYLVANIA

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

WE ARE BUYERS OF STAVES, HOOPS & HEADING

For Tight and Slack Cooperage

 JAMES WEBSTER & BRO., Ltd. Dock Board Bldg., Pier Head LIVERPOOL, ENG.
 LONDON OFFICE—Dashwood House, 9 New Broad St., E. C.

WE ARE BUYERS OF Tight and Slack Cooperage Stock AND COMPRESSED BUNGS

 G. SINCLAIR & SONS COOPERS and CASK MERCHANTS VAT and TUN BUILDERS
 Cablegrams "Octaves" NEWCASTLE-ON-TYNE, ENGLAND

S. H. ADAMS, Portland, Ind.

Manufacturer of Slack Barrel Heading from 24" down to 17 1/2" all kinds of

WE SOLICIT ORDERS FROM CONSUMERS, FOR PROMPT AND FUTURE DELIVERIES. GIVE US A TRIAL.

ATTENTION-SLACK STOCK MANUFACTURERS

Quote Us Now We are in the market for all kinds of SLACK BARREL STOCK

AMERICAN BARREL COMPANY 303 BRIDGE STREET SALEM, MASS.

S. KLAUSNER & SONS

DEALERS IN PREPARED

Second-Hand Barrels Ready to Fill

Recoopered, Glued, and Painted Any Color Required

2712 EAST 51st STREET CLEVELAND, OHIO

COOPER'S FLAG

BUTT FLAG LONG FLAG TOP FLAG

QUALITY THE BEST AND PRICES RIGHT

C. L. FRANTZ :: Seneca Falls, N. Y.

SOUTHERN COOPERAGE COMPANY

Manufacturers of and Dealers in all kinds of Cooperage

MATCHED STOCK A SPECIALTY

Office and Factory, 3134-3160 Charities Street, New Orleans, La. MILLS, FORDOCHE, LA.

ESTABLISHED 1866 STANDARD HOOP CO. LIMITED

Manufacturers of COILED ELM HOOPS 3 ft. to 8 ft. Long

ALSO HEADLINERS

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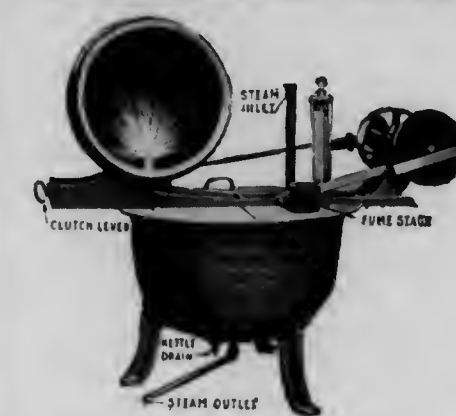
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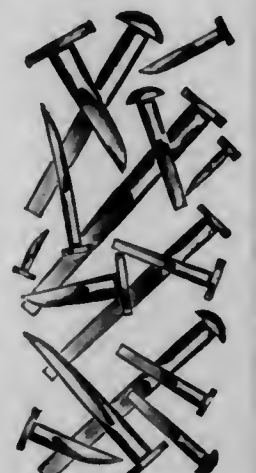
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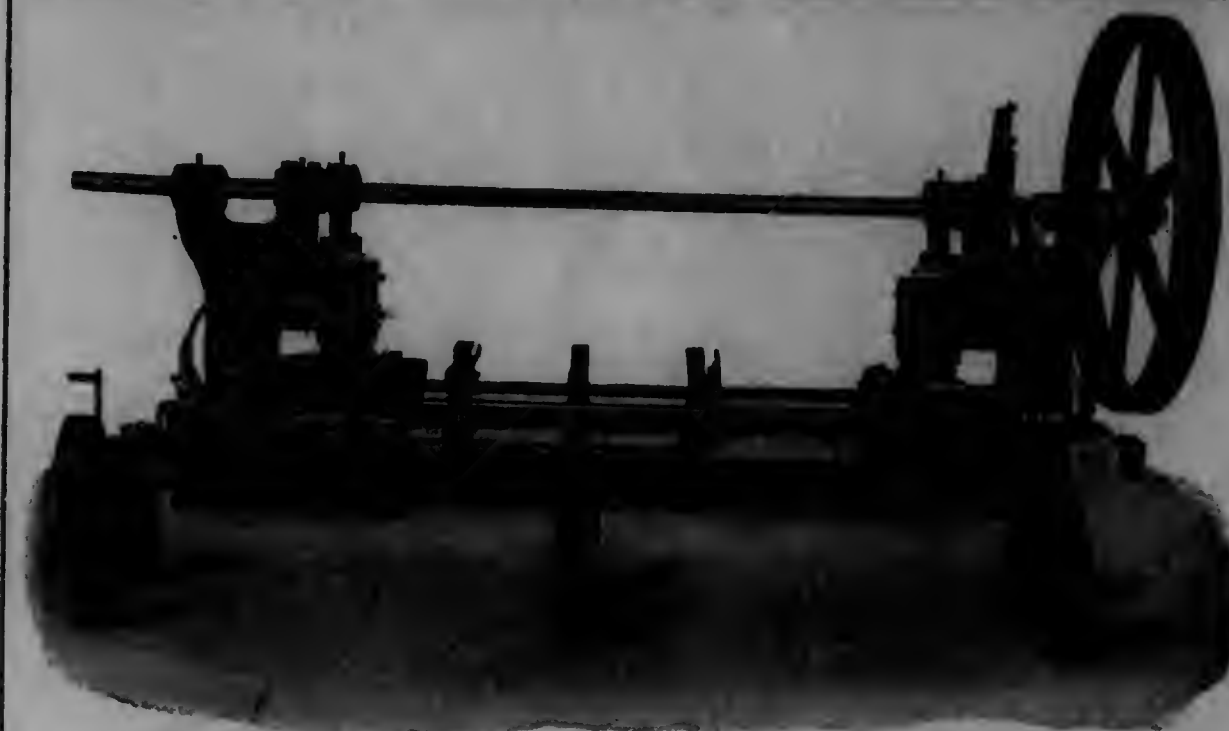
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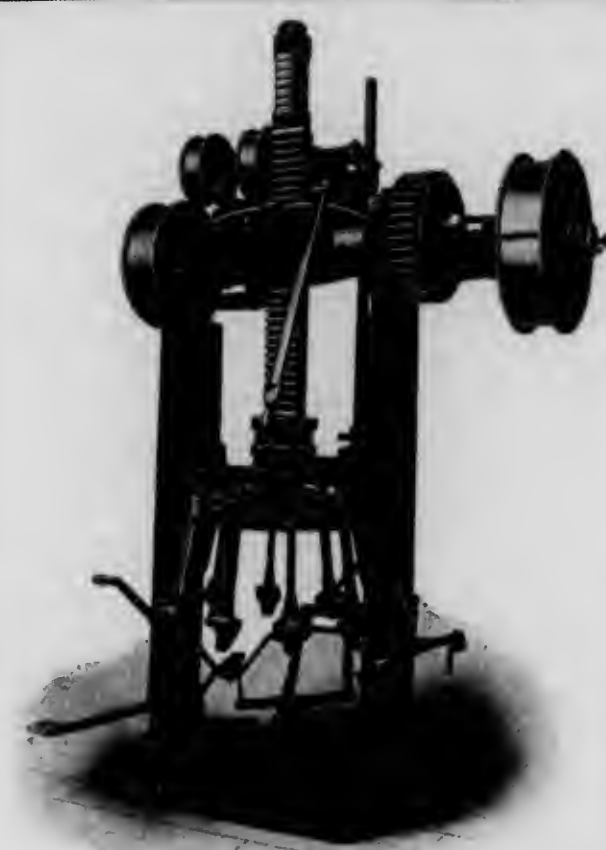
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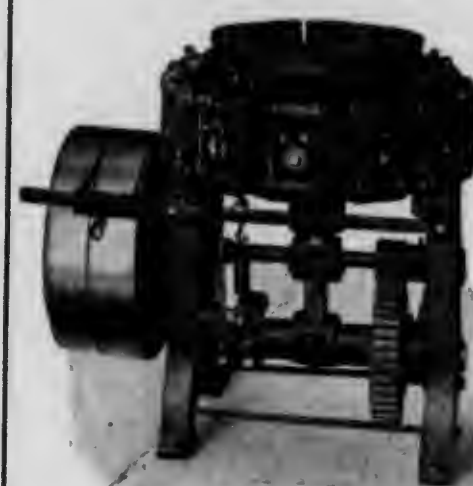
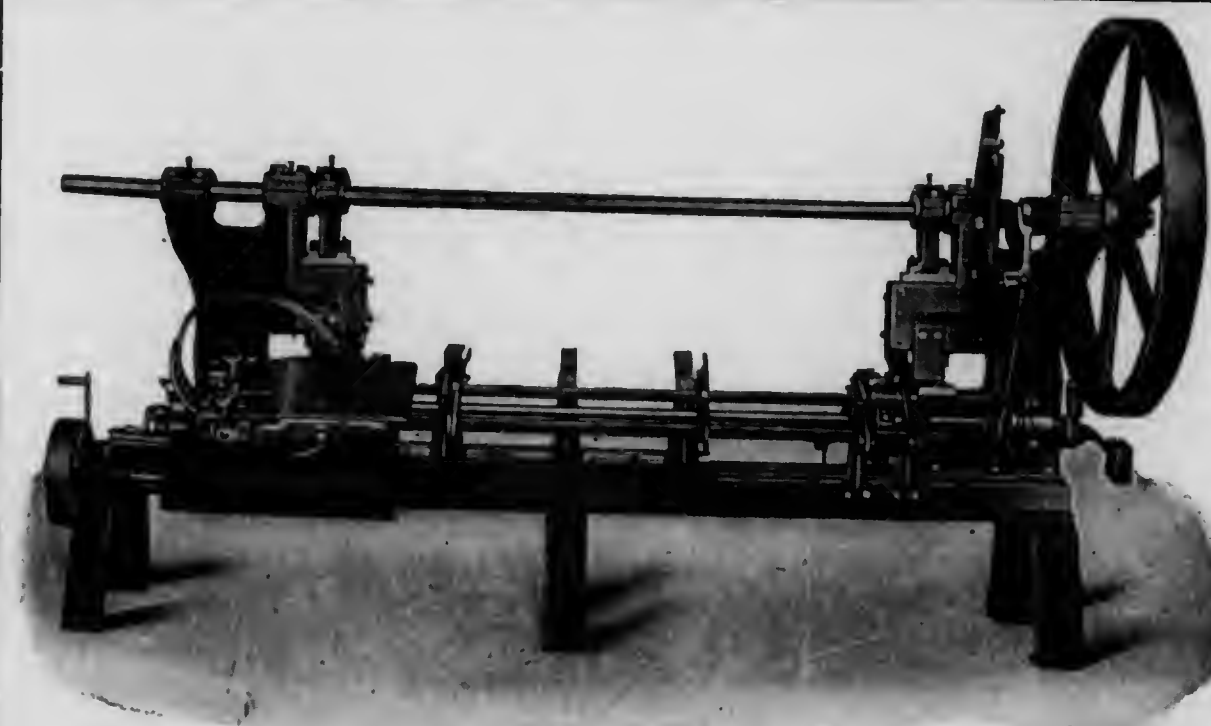
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VOL. XXXVI

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No. 11

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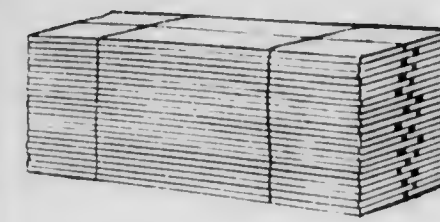
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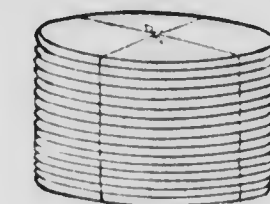
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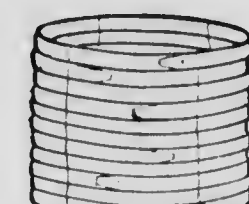
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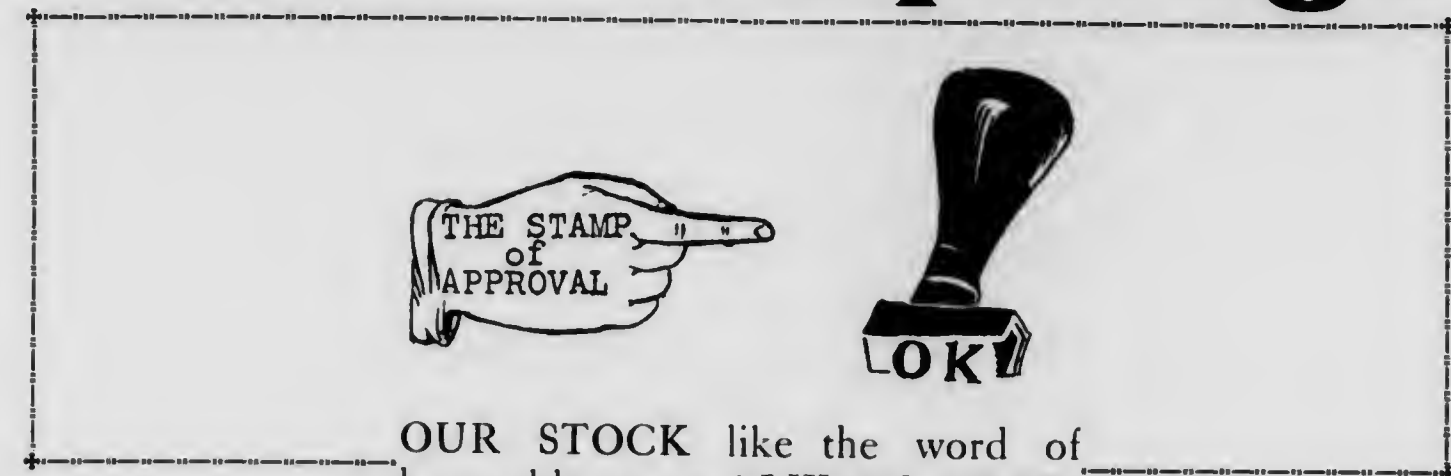


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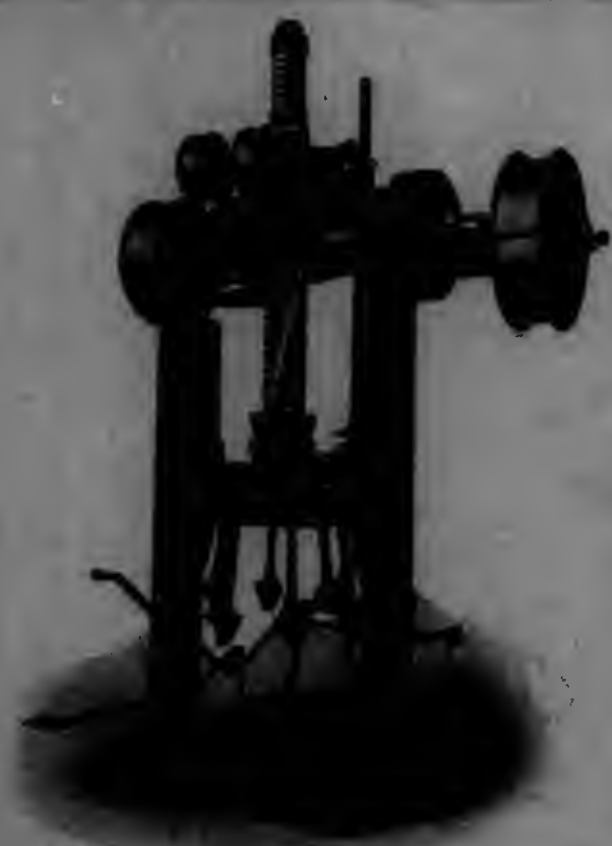
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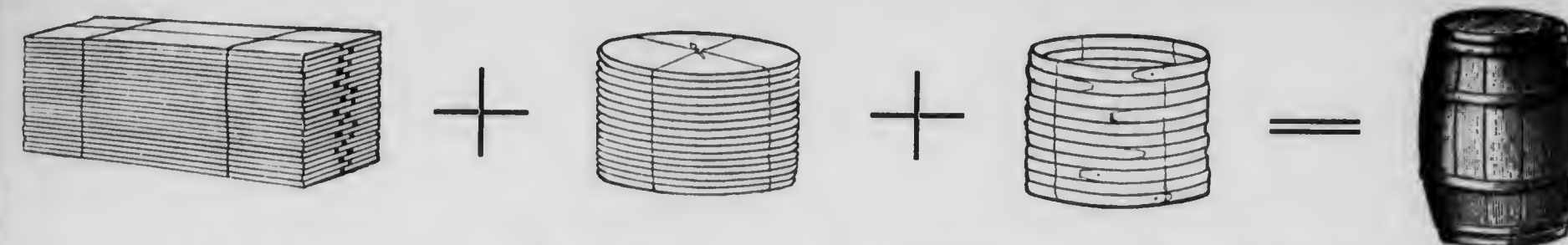
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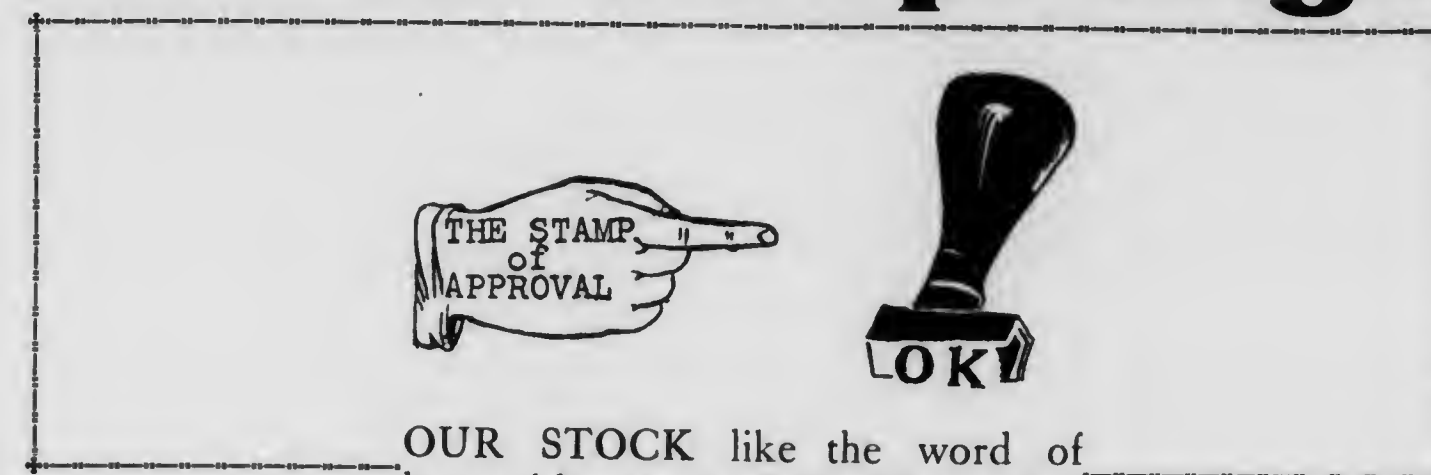
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**Slack Barrels
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Also can furnish material for

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We want all users of this class of stock to
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And require "Stock of Quality," you
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The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, MARCH, 1921

\$2.00 PER YEAR
VOL. XXXVI, No. 11

The Ancient Craft of the Cooper Tracing from the Earliest Period Up to Present Time. First Hooped Casks Made of Willow

In sending the JOURNAL the following article from *The Wine and Spirit Trade Record*, which article was compiled from a paper prepared by Messrs. Adelaide and Baring for the Australian Viticultural Congress, our good advertising friends, Messrs. G. Sinclair & Sons, Newcastle-on-Tyne, England, says: "The enclosed article on the cooper trade is very interesting and will no doubt be found so by all the readers of the JOURNAL, as it just goes to show how old the cooper's craft is. Trade is rather dull at present (January 22d) but we expect things to pick up again next month." The article as sent by Messrs. G. Sinclair & Sons says: "The first vessels made to store and transport wine in were made out of the skins of animals. These were made watertight by an application of resin or oil. How far have we advanced since then, for do we not use paraffin to stop the leakage in some of our wine vessels today? Our word 'hoghead' comes from 'oshoft,' derived from 'olsenhaut,' meaning the skin of the ox. Vessels made of clay were also used in prehistoric times.

"The Greeks, as per the classics, used casks—I may term them as such—made of clay, and as they were porous they used pitch to line them with. Who has not heard of Diogenes, and the cask in which he took up his headquarters? It must have been a fair size. But who of you are aware that this formidable cask was made of clay and in size approximating 140 gallons?

Greeks and Romans Had Clay Casks

"Neither Greeks nor Romans at the time of the Republic had yet invented the wooden cask. The Romans used vessels called 'dolia,' made of clay, with large openings and wide in the bilge, and also long shaped vessels with handles called 'amphorae.' These latter were pointed at the bottom, so that they could be pushed into the soil and so stand erect, and were also fashioned this way so that the yeast could fall to the bottom and the clear wine be easily drawn off.

"Naturally, as these clay vessels were not transportable, leather casks were used to cart the wine. These amphorae were then made locally, and in the Rhenish-palatinate a very large Roman cooperage existed to cope with the orders which poured in from the neighborhood.

First Hooped Casks Made of Willow

"Now, the first vessels to be hooped were the dolia of large size, and the hoops were made of willow, similar to those still in use in parts of Italy. Iron hoops were also employed to strengthen these earthenware casks, many of which contained 120 gallons and upwards.

"Cato recommended the use of leaden hoops for the smaller vessels. As the wine was racked from the larger vessels into the smaller we find miniature casks made of glass, and the ½ gallon flagon of today is practically the same shape as that used by the Romans 121 B. C.

Miniature Glass Casks a Lost Art

"Now, to digress a little. In the manufacture of these glass vessels wonderful specimens of which exist in the museums of the various capitals today, the Romans achieved in the arts, with their crude methods, finer work than any of the modern glass-blowers of today could turn out. In fact, it is a lost art. What amount of painstaking industry and workmanship it must have taken to have fashioned out of a solid block of glass a drinking vessel such as depicted! Now these crude vessels were closed in so careful a manner—and the Romans were even more careful than a good many Australian vignerons are today in keeping the air from their wine—that the corks were so impermeable to air and wine, that some of the amphorae found in Roman cemeteries still contained wine.

The Appearance of Wooden Casks and the Name "Cooper"

"We shall pass on to wooden vessels. The discovery of the use of wood for wine storage and transport is due to the winemakers of Illyria and Cisalpine Gaul.

Maximinius when besieging Aquileja 238 A. D. knew the value of wine for his soldiers, and had large quantities stored in casks, and the empty casks were then used to build a bridge in the shape of pontoons. Now these vessels were called 'cupae,' and the worker who fashioned them, Cuparius, hence the German word 'kufer' and our English word 'cooper.'

"The leather vessel no doubt being distasteful, as it would depreciate the quality of the wine, was superseded by the wooden transport casks. The shape and the form of the cask was the outcome of careful investigation, because the Romans did not believe in using two men where one was sufficient.

Beer Cask Essentially a Wooden One

"Passing on to the Middle Ages, when the Romans left Germany, beer gradually displaced wine as the popular beverage, and, as we are aware, the beer cask is essentially a wooden one. So the technology of the coopering trade gradually improved as the demand for well-made casks grew greater, and the size of the casks increased as well.

Competition as to Largest Wine Casks

"About the year 1258 the Rhine princes vied with each other as to who possessed the largest wine casks. This was the introduction of the manhole, as the casks became too large to wash out comfortably. In 1525 the largest cask contained 100 fuder, and a fuder is equal to 220 gallons, so its contents equalled 22,000 gallons. Every century following a larger cask was produced until we have the famous Heidelberg cask 30 feet long, 23 feet high, containing close to 50,000 gallons, filled in 1752 for the first time, and in 1769 for the last, and anyone who has seen this giant will never forget its appearance. Larger casks than this one have been made, but they have disappeared.

Wooden vs. Iron Hoops

"Wooden hoops mostly were in use up to the 18th century, when iron hoops were universally adapted, not because they were not preferred, but on account of the cost and difficulty of making them prior to this.

"The Romans only knew the round casks. The oval cask is quite of recent origin, about 1832, although octagonal casks were occasionally met with before this.

Cooper Can Be as Great an Artist as Any

"For the wine man casks should be of the greatest interest, and anyone who has had the good fortune to wander through the cellars of France and Germany will note that the cooper can be as great an artist in his work as the painter who works on canvas.

"The use of wood for storage and expedition purposes was long ago recognized as the most practical. Wine stored in wooden vessels was able to mature owing to the small amount of air which penetrated to the wine through the pores, at the same time the filtration of the air was so perfect that no bacteria could enter the same way.

Casks Made of Well-Seasoned Wood Never Leak

"When made of well-seasoned wood, the casks never leak, and when empty are easily kept clean and in good order. They can be easily moved from place to place, and in this also have a great advantage over fixed storage vessels like brick and cement.

American vs. European Oak for Wine Casks

"Until recently the cost of these was comparatively low. Of all woods in existence today there are none to equal the European oak, *Quercus pedunculata* and *Quercus sessiliflora*, the Memel and Hungarian oaks, from which the finest casks existing in the world are made. A great deal of American oak has also been used for storage and transport casks, but although the timber is good and easily worked, they are not so beneficial to the quality of the wine, as the extractive matters in the wood are not so easily removed in seasoning as in casks made from European oak."

FRANCE DISCOVERS STAVE TIMBER IN THE DEVELOPMENT OF ITS COLONIAL FORESTS

A most interesting report from Consul Paul H. Cram, Nancy, France, under date of February 2d, and covering new French sources of timber supply, is as follows:

As a result of the war the forests of France have been sadly depleted. A strip of territory from 30 to 60 miles wide extending from Switzerland to the North Sea represents the old battle front of nearly four years. Many sections of the front, particularly in the eastern part of France, were woodlands which, prior to the war, contributed largely to satisfy the lumber needs of the country. These forests were either destroyed by artillery fire or subjected to excessive and injudicious cutting in order to procure lumber for war purposes.

Estimated Deficit

Owing to the enormous quantities of lumber required for the railways, mines and the reconstruction of devastated sections, it is estimated that the present deficit amounts to about 60,000,000 cubic meters.

The importation of common lumber in sufficient quantities from the former sources of supply is practically impossible. Consequently the French Government has directed its attention to the development of the forests in the French colonies. The approximate area of these forests is as follows: Ivory Coast, 29,650,000 acres; Gabon, 49,420,000 acres; Cameroons, 37,000,000 acres; Madagascar, 22,000,000 acres; Guiana, 12,000,000 acres; Indo-China, 61,000,000 acres. In fact these forests, together with those of the other French colonies, have an area of about 274,000,000 acres.

Contrary to the general belief, the timber which abounds in the colonies is not the hardwood employed by cabinetmakers, but common varieties which are adapted to ordinary construction purposes. Although France imported, prior to the war, 250,000 cubic meters of hardwood, this is not only a relatively small quantity but also of secondary importance in comparison with the present needs of common lumber. In fact, in the pre-war period only 60,000 cubic meters of common lumber and one-quarter of the hardwood were imported from the French colonies.

Investigation of Possibilities of Colonial Production

In 1916 the French Government appointed a commission to investigate the forest wealth of the colonies and to organize the production. The report relative to the Ivory Coast, Gabon and Cameroons is completed. A careful study was made of the quantity and utility of the various kinds of timber found in these colonies. According to the report 39 varieties representing 75 per cent. of the timber of the Ivory Coast were of practical utility. The density of the timber varied from 0.25 to 1.4.

Find Timber Suitable for Barrel Staves

Numerous practical experiments have been made in order to determine the resistance and durability of the various woods. A uniform commercial name has been given to the many varieties of timber which are closely related from a botanical point of view and suitable for the same purposes. The timber has been divided into categories according to its character and the purposes for which it may be most appropriately utilized. Timber which may be substituted for the native French product or that imported from Scandinavia or the United States was easily found in sufficient quantities. Varieties suitable for the manufacture of barrel staves, paving blocks and paper were also found.

The Ministers of Finance, Commerce, and Colonies, acting conjointly, will shortly present a bill authorizing the Minister of Colonies for a period of ten years to aid French companies to develop the production and to make contracts in view of assuring the transportation of colonial woods within the colonies and therefrom to France.

Five of the six important French railways, acting conjointly, have recently received from the Government two forest concessions in Gabon, which will be their future source of supply.

TO SUPPLY BARRELS FOR APPLE PACKING

Newton County horticulturists, who had planned on establishing a cooperage factory at Anrora, Mo., now say that the plans may be enlarged to provide a plant large enough to supply horticulturists in the Ozarks of Missouri and Arkansas with barrels and boxes.

Louisville Reports Cooperage and Cooperage Stock Manufacturers Preparing to Handle Increased Demand When It Does Come

Business in the general cooperage line has probably never been much duller than it is right now in Louisville, according to some of the leaders in the trade, including both the slack and tight material men, and barrel manufacturers. One manufacturer said: "There just isn't anything doing. We're getting very few inquiries and most of those are from jobbers or brokers, who want to get lined up on prices, principally in order to be able to take care of anything that may develop. Mills in the South have almost all quit producing, and such barrel plants as are operating are shipping very little stock, most of them merely joining staves and circling heading, and getting stock in shape for rapid production of barrels if business does come later."

Better Demand Will Come Later

One of the slack cooperage manufacturers said: "There is absolutely nothing doing in slack barrels. We are averaging about a week out of the month at this time. I understand that the box manufacturers are only operating about fifty per cent. of normal, and that the bag manufacturers are also having a dull period, with some of the plants down entirely. There should be a better demand a little later on, but right now there is not much packing of merchandise that requires slack barrels. The flour millers are finding business very dull. Casting manufacturers and plumbing manufacturers are not shipping any large quantities of small parts. The produce trade is dull."

Little Change in Markets

It is not an easy matter to line up the cooperage markets just now, as there are practically no sales being made, and but few quotations. The tight cooperage market shows no change over last month, when there were some fairly sharp reductions, which brought the price of oil barrels down to \$3.50.

The Tight Stock Market

As closely as it is possible to locate the market this month white oak staves are worth \$75 to \$80 a thousand, and red oak \$65 to \$70, with spirit staves quoted at \$125 and up. Red oak heading is quoted, circled, at around 80 cents a set, and white oak 90 cents. Prices would probably be shaded somewhat to any buyers desiring any quantity materials on a bona fide contract.

The Slack Stock Market

The slack stock market declined further and late quotations show manufacturers quoting No. 1 staves at \$24 and \$25 for standard sizes in gum; No. 2, \$16 and \$18 a thousand; elm and cottonwood carrying the usual differential of \$1 a thousand over gum. No. 1 heading is quoted at 17 and 18 cents a set; No. 2, 12 and 14 cents; mill run, 11 and 13 cents, and 6-foot hoops are quoted at \$25 a thousand.

The Tight Barrel Market

The tight barrel market shows red oak oil barrels at \$3.50; wine, \$6.50; white oak oil, \$3.80; gum, \$2.90; 30-gallon half barrels, oil stock, \$2.50; spirit, \$3.50; second-hand whiskey, \$2.50; shaved out and re-coopered, \$3.75; second-hand oil, \$1.75 and up; glucose, \$1.50 and up; new kegs of red or mixed oak, 5 gallons, \$1.25; 10-gallon, \$1.80; 15-gallon, \$2.50; 25-gallon, \$2.95.

The Slack Barrel Market

The slack barrel market is also off, produce barrels being down to 75 cents; flour, \$1; sugar sized produce, No. 2 cooperage, 85 cents, and these prices would probably be shaded for real business.

Reduction in Demand for Refined Products Affects Barrel Trade

There has been a decided slump in demand for oil barrels and packages from the refiners, due to the fact that refiners have suffered a big reduction in demand for refined products. The purchasing agencies have cut the price of crude oils more than one-half. The best grades of Kentucky crude, known as Somerset, which in the fall was quoted at \$4.50, the top price, is now \$2 a barrel, which is even with the 1916 quotations. The big slumps in crude oil resulted from pipeline and storage companies being overloaded with crude, and lack of demand from the big as well as independent refiners. New production efforts have ceased in the field. Some of the refiners will take heavy losses if there are any real breaks in the prices of refined products, as some of them have many thousands of barrels of high-priced crude oil on hand.

Paint and Varnish Trades Report Improved Demand

The paint and varnish trades report a considerable improvement in demand, but largely for shelf goods,

which do not demand any barrels. The furniture trades and large wood-working industries are not particularly busy, therefore bulk goods demand is not keen.

Milling-in-Transit Arrangement in Effect in March

Effective March 6, 1921, the Southern Railway Co. places its milling-in-transit arrangements into effect at Louisville, and the Illinois Central's agreement becomes effective on March 26. Neither of these agreements permits of actual milling-in-transit, but provides for yarding, sorting, grading, etc., which enables Louisville to draw lumber and forest products from small mills of the South for grading and sorting here, to handle in car lots of straight grade. A petition for a full milling-in-transit privilege is now before the Interstate Commerce Commission and a decision is expected at an early date.

Southern Hardwood Association Holds Annual Meeting

Some forty cooperage and lumber men were present at the annual meeting of the Southern Hardwood Traffic Association, at the Pendennis Club, Louisville, on February 8. The principal speakers were J. H. Townshend, of the Memphis office; J. Van Norman, attorney; A. E. Norman, Jr., vice-president in charge, and J. S. Thompson, district manager. The report showed that the local body secured many rate revisions during the year, which will save many thousands of dollars to the trade, and that it collected over \$53,000 in claims for its members. Officers were re-elected. Much discussion was heard concerning the unfairness of present lumber rates, as affecting low-grade lumbers.

Notes of the Trade

The Chess & Wymond Co. mill, Louisville, is again running, but in a limited way. Its Southern mills are running in some instances, but not at capacity.

The Louisville Cooperage Co. reports that there is very little doing. The local barrel mills are working up stock. The Southern mills and those of eastern Kentucky have halted out and have stopped operating. Business is dull, but J. N. White believes that demand will pick up shortly.

The Smith Cooperage Co. reports a very dull demand for slack barrels, the stock market being much weaker, and offerings free. Mr. Quigg stated that there probably wasn't so much stock in surplus, but that at a time when it was selling, and manufacturers were trying to force sale, it looked as though the market was overstocked.

The Stoll Oil Refining Co., Louisville, has installed new equipment for production of motor oils, and about April 1 will begin making its own motor oils, which will result in increased demand for barrels.

The Kentucky Color and Chemical Co., Louisville manufacturers of paint and ink dry colors, have steadily enlarged production and are adding some new lines of white pigments, resulting in larger slack barrel consumption.

WILL OPERATE STAVE PLANT

J. W. Goldard, of Columbus, Ohio, will soon open a stave mill at Oretou, same State, which will have an initial capacity of 20,000 daily. Machinery has been ordered and is being set up and it is hoped to be operating in sixty days. Oak staves will be the specialty. A corporation will be organized to take over the business.



New Plant of the O. L. Bartlett Hoop Mill at Mound City, Ill., which practically rose from the red-hot ashes of the old burned plant in just 10 days.

PRESIDENT HARDING URGED TO CHOOSE MINISTERS FROM OUR DIPLOMATIC SERVICE

In an effort to make the Foreign Service of our Government a career which will attract the services of able and ambitious men, the National Foreign Trade Council has written to President-elect Harding urging that a generous portion of the appointments to the rank of Ambassador and Minister be reserved for well-qualified officials already in the diplomatic and consular services.

The letter, which is signed by James A. Farrell, chairman of the Council and president of the U. S. Steel Corporation, states:

"The importance to American foreign trade of able and experienced diplomatic representation is too apparent to require exposition.

"The practice of appointing ambassadors and ministers from the country at large has given this Government some of its ablest diplomats.

"As the secretarial grades of the diplomatic service and the entire consular service have for ten years been conducted on the merit system and a large number of well qualified officials therein desire to make the foreign service their life work, the country possesses a resource of experience and ability which should be fully utilized.

"As a means of practically combining the method of general appointment with the principle of a permanent diplomatic service, we venture to suggest that in the forthcoming appointments a generous proportion of the embassies and legations be reserved for appointments from the diplomatic and consular services, or those with previous creditable services therein."

This subject of securing the development of a Foreign Service adequate to the increasing demands and responsibilities of our expanded foreign trade, will be considered in detail at the Eighth National Foreign Trade Convention to be held in Cleveland, O., May 4, 5, 6, 7, 1921.

NEW BARTLETT HOOP MILL RISES FROM ASHES OF BURNED PLANT

To every one of the many business friends throughout the trade of O. L. Bartlett, Mound City, Ill., it will not be surprising news to hear that a new hoop plant has virtually risen from the red-hot ashes of the Bartlett plant recently burned, since every such business friend well knows the progressive and indomitable character of Mr. Bartlett and will not be surprised to learn that the recent fire, although a bad one, only fanned to extra effort the ever ready zeal that has made the coiled elm hoop manufacturer of Mound City a leader in his line. Just how Mr. Bartlett's home town looks upon the quick rebuilding of the burned plant can be gleaned from the following account which appeared in a Mound City paper:

"Notwithstanding the present chaotic period of industrial readjustment and total lack of demand for manufactured wooden products, our esteemed fellow citizen, O. L. Bartlett, with unafraid vision, invests a huge sum in erecting from the ashes of this recent fire a better, bigger and finer hoop factory.

"With capital scurrying to its various hiding places and successfully resisting the allurements of the sire's song to enter the marts of commerce, such improvement requires courage of high order and confidence the American finances are sound at bottom. Capt. Bartlett has both courage and confidence, based upon profound knowledge gained through long years of experience in a business man and manufacturer.

"Mound City deploras Capt. Bartlett's loss by fire, but exults with pride in his unhesitating decision to rebuild.

"Mound City needs more men like Capt. Bartlett."

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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The columns of 'The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in 'The National Coopers' Journal.' This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

There is still a good demand for sugar and molasses cooperage down southways, even if the sugar season did close some time ago.

With Herbert Hoover as Secretary of Commerce there should, indeed, be something doing for America in the way of world trade.

Our New Orleans correspondent in his trade letter this month gives some good business leads in the information touching new petroleum corporations that will have large barrel and barrel stock requirements.

Our esteemed contemporary, *The Lumber Trade Journal*, New Orleans, puts an old saying in a new way—"United we stick, divided we're stuck." Sure, the laugh this new way brings is just what drives the truth home.

It is conceded that while the present consumption of staves and heading, both tight and slack, is light, it is, however, probably larger than production, which fact argues well for the future market, no large over-production looming upon the horizon.

Writing from Lisbon about Portugal's wine-growing and exportation industry with its relative demand for cooperage supplies, Consul General W. L. Lowrie says the best known and most required staves for Portugal wine casks are from New Orleans.

After March 4th—what? Nothing—save as we do all individually and collectively get behind the affairs of our own business and in harmonious co-operation with our fellow tradesmen and fellow workers, strive to do the best and give the best that is in us.

According to Consul report France, in seeking for construction woods in its colonial forests, has found varieties of timber suitable for the manufacture of barrel staves. The colony forests reported on are those of the Ivory Coast, Gabon and Cameroons.

Are the cooperage and cooperage stock manufacturers planning for an especially good year's run of business? Well, we do not know what other conclusions can be drawn from the reports of increased plant capacities, new plant erections, etc., etc. What do you think, Mr. Reader?

It is learned through the consulate general in Shanghai, China, that the Equitable Eastern Banking Corporation opened in that city on January 4, 1921. It is capitalized at \$2,000,000 with a surplus at \$500,000. The new bank will engage in a general modern banking business and help to build up foreign trade in the Far East.

Commercial Attaché Jackson, stationed at London, England, telegraphed the Bureau of Foreign and Domestic Commerce on February 24, 1921, that the Bank of London and Mexico will reopen before the middle of next month. This bank has been closed since October, 1916, and has bank notes outstanding to the amount of approximately \$13,000,000. The Mexican Government owes it approximately \$14,500,000.

The second-hand barrel group held its third meeting at Pittsburgh, February 21, with National Chairman Wm. E. Cooper presiding and with Secretary Kraft on hand with an Association co-operation address that not only warmed the hearts of the regular group members, but stirred seven new barrel dealers into Association membership. The March meeting of the group will be held at Baltimore, Md., and dealers from Baltimore, Washington, D. C., Norfolk, Portsmouth and Richmond, Va., are all expected to be on hand.

An interesting article in this issue of the JOURNAL is that on "The Ancient Craft of the Cooper," which article comes to us from our advertising friend, Messrs. G. Sinclair & Sons, Newcastle-on-Tyne, England. While the JOURNAL has, during its thirty-six years of life, carried many an article touching the wooden barrel, its antiquity, development, growth, etc., still each and every writer sheds some further light and additional information upon a subject which the cooperage industry as a whole always finds good reading.

Report from Seattle, Wash., is to the effect that North Coast millers face the loss of a lucrative flour trade in Alaska as a result of experiments by the federal Agricultural Department in producing a wheat that will mature in the shadow of the Arctic Circle. It is announced that a twenty-five barrel mill in the mining town of Tanana will produce enough flour from the native wheat crop of 1921 to supply Alaska's needs. The first flour grown from Alaska wheat will be offered in Tanana stores next fall. Growers of the Tanana valley produced 3,000 bushels of the new hybrid wheat last year. This year they expect to grow enough to operate the mill through the season.

Judging from the increased activities of an American meat packing company now operating at San Antonio, Paraguay, which increased activities is to include the industrialization of the products and by-products of fruit trees, potatoes, cereals and vegetables in general, there is going to be some worthwhile demand for cooperage just as soon as everything is in running order. Advance report has it that the tangerine juice, the sweet orange juice and the lime juice manufactured at San Antonio will be shipped from Paraguay in tierces in the form of jelly. Crate and other package manufacturers will also find a market with this San Antonio company, according to Vice-Consul George E. Seltzer, who gives full information touching this American enterprise.

There is but one special time to advertise and that is "all the time." The continuous advertiser is never out of touch with the buying trade and therefore no matter what business conditions rule he always is in position to profit by the market, reaping the big rewards when the demand is heavy and holding to a steady and safe volume of business when there is a lessening in trade. There was never a better time to line up with an advertising contract than right now, Mr. Non-Advertiser, for with business on tip-toe for a big bound forward every cooperage and cooperage stock man who wants to handle a satisfactory amount of the 1921 trade will have to go after it and in such a way as will both impress and influence the barrel and stock buying industry.

An almost unanimous demand for repeal of the excess profits tax has been made by the membership of the Chamber of Commerce of the United States in a national referendum vote, the result of which was made public at Washington, February 27th. The ballot was taken on a report of the Chamber's Committee on Taxation advancing fifteen proposals for changes in the present method of federal tax levies. Although the committee recommended substitutes for the excess profits tax, the vote of the Chamber's membership on these proposals was not conclusive. A considerable majority voted against an increase in income taxes, proposed as a means of substituting some of the revenues derived from the excess profits tax, and at the same time there was a majority vote against any form of sales tax, suggested both as a substitute for and in addition to other forms of tax.

COMING MONTHS WILL SHOW CHANGED ATTITUDE ALL AROUND, SAYS C. M. VAN AKEN

Throughout the eastern section the month of February has shown a normal demand for cooperage stock. In some lines of business where barrels are used business is quiet; in other lines barrels are being made constantly. At this season of the year, it is expected that the volume of cooperage stock moved would be less than during the summer months, so when we say that the volume of business during February has been normal we mean that it is about what we would normally expect for the month of February.

The attitude of the people toward the business is not anywhere near as satisfactory as the volume. A general feeling seems to prevail among the buyers of cooperage that tomorrow, from someone, somehow, they can buy stock cheaper than they can today, and there is a feeling on the part of the sellers that any business in sight should be taken by them at any kind of a price for fear that someone else will get it. The result of this attitude can produce but one result and that is selling stock below cost—most of the sales are being made upon this basis. The redeeming feature in connection with the proposition is that these sales are, as a rule, made for prompt shipment only, which leaves a hope for a profitable business a little later when crop conditions will doubtless stimulate increased cooperage demand. When this demand comes there can be but little doubt that increased prices will come with it.

BUSINESS IS SATISFACTORY, EVERYTHING CONSIDERED, SAYS NATIONAL MANUFACTURING CO.

Business during the past thirty days has been satisfactory, everything considered. While the largest percentage of the coopers is still holding off, waiting for a lowering in prices, a small percentage is taking advantage of the present markets and laying in a supply for early use. We can not say that any particular district is active. We look forward, however, to a better volume, commencing with March, and better prices in some commodities which are now selling too cheaply.

42 STATES ATTACK TRANSPORTATION ACT

The validity of the transportation act was attacked February 28th in the Supreme Court at Washington, D. C., by forty-two States and defended by counsel for the railroads.

The suit, the first of several similar ones to reach the highest court, was filed by the State of Wisconsin, but the attorneys general and railroad and public utility commissions of forty-one other States were permitted to become parties to it.

The only action in the case on the 28th was the filing of a brief by representatives of the States and the railroads.

The States' brief declared that as now administered, the act, by centering all power over rates in the Interstate Commerce Commission, took away from the States rights specifically reserved to them by the Federal Constitution.

The provisions for a fixed return on railway investment was made the basis for special attack as "uneconomic and unconstitutional."

Emphasis also was directed to the requirement that the commission group several roads together and make rates that would yield an aggregate fixed return to all roads in the group. This was alleged to place a "double burden" on shippers in that it compelled them to support "poor and worthless roads" as well as those which rendered legitimate service.

PUBLIC ACTION NECESSARY, SAYS CHIEF FORESTER, TO SAVE REMAINING FORESTS

Need for public action to save the remaining forests of the United States from devastation and to provide for timber production on lands already laid waste was strongly urged by Col. W. B. Greeley, Chief of the Forest Service, United States Department of Agriculture, at the hearings before the House Agricultural Committee on the Snell Bill.

The bill authorizes and directs the Secretary of Agriculture, in co-operation with the various States or other suitable agencies, to recommend the requirements essential for protecting timbered and cut-over lands from fire, reforesting denuded lands, and cutting and removing timber crops so that continuous production of timber will be promoted. To bring into effect these requirements, and with a view to furnishing a continuous supply of timber for the use and necessities of the public, co-operation between the Federal Government and the States is authorized, on such conditions as the Secretary of Agriculture may determine to be fair and reasonable.

HOOVER PLANNING TO BUILD UP UNITED STATES FOREIGN TRADE

Restoration to the Department of Commerce of the government functions exercised by the War Trade Board during the war, and delegated to the State Department since the signing of the armistice, is understood to be included in Herbert Hoover's plan for making the commerce department a genuine agency for the upbuilding of American trade.

Such a plan apparently was in Mr. Hoover's mind when he said, upon the occasion of his appointment, that important changes would be wrought in the department, "without additional legislation," which would make the department more than "a mere string of scientific bureaus," bearing little direct relationship to commercial activity.

Instead of maintaining the department as a central point around which revolve such detached bureaus as fisheries, standards, the lighthouse service and the census, Mr. Hoover would acquire the vast store of information amassed by the war trade board and the real powers over foreign trade now exercised by the State Department through what is called its war trade board section. Acquisition of that information and these powers by the Commerce Department would make the organization the real trade force of the government and confine the State Department properly to the purely diplomatic function of government.

Speculation on the probability of some such sort of procedure being followed as soon as the Republican administration takes office was general recently as the result of Mr. Hoover's visit to Washington and his two-hour chat with Secretary Alexander, going over the work of the department.

Although Mr. Hoover himself declined to discuss his future plans beyond saying he expected to make a statement of them shortly after March 4, it was learned that he spent most of his time with the present secretary discussing the work of the Bureau of Foreign and Domestic Commerce, a bureau virtually stripped of its functions when President Wilson created the war trade board as an emergency organization and placed Vance McCormick at its head.

After the war both the Bureau of Foreign and Domestic Commerce and the foreign trade section of the State Department put in a claim for the work of the war trade board which remained. As the upshot of an interdepartmental row, in which President Wilson sided with the State Department as against former Secretary Redfield, the war trade board section of the State Department was created and the function transferred by President Wilson under his wartime powers contained in the Overman act.

Since that time the State Department has exercised the trade functions of the government, handling the restrictions on German and Russian trade and other important commercial matters. President Harding, it is said, could transfer those functions to the Commerce Department by executive order under the same authority used by President Wilson.

Mr. Hoover's viewpoint of the commercial problem confronting the country naturally is international. World trade, as he regards it, is essential to American commercial development and he realizes world trade in its true sense cannot be revived as long as the German and Russian problems remain unsolved. Those views Mr. Hoover communicated to Mr. Harding when he visited Marion in December.

HOOVER'S APPOINTMENT PLEASES CANADIAN BUSINESS MEN

How foreign business men will look upon the appointment of Herbert Hoover as Secretary of Commerce in President Harding's Cabinet can be gleaned by the following early report from Ottawa, Canada. The report, under date of February 27th, says:

"The announcement of the Harding cabinet has produced a splendid impression in Canada, especially among business and financial men. This is particularly true of the selection of Herbert Hoover as secretary of commerce. Canadian confidence in Hoover is strong because Canadian business men realize he is a big man, and because his international experience will cause him to take a broad view of trade relations with other countries. There also is a belief that he will ultimately realize the new relations that have been brought about since 1914 between the United States and other countries. A marked extension of American commerce under his direction is expected.

"Trade relations between the two countries are receiving a great deal of attention in Parliament and it is quite probable that this country will endeavor to get a larger share of American trade than heretofore."

The hoop mill at Decatur, Ind., owned by W. R. Glick and Frank McDowell, has been sold to J. W. Vail.

Third Meeting of the Second-Hand Barrel Group Held at Pittsburgh. Chairman Cooper Presides

The third meeting of the Second-Hand Barrel Group of The Associated Coopers Industries of America was held at Pittsburgh, Pa., February 2d, the meeting being well attended by those engaged in the industry in Pittsburgh and vicinity. National Chairman Wm. E. Cooper presided, and the first speaker was V. W. Krafft, secretary of the Association.

In his address Secretary Krafft outlined to those present the benefits and privileges to be derived from Association membership, and so convincing was he in his remarks that seven new members were added to the Second-Hand Barrel Group.

New Members Enrolled at Pittsburgh

Danovitz Bros. Co., Pittsburgh, Pa.
Malitofsky Bros. Co., Pittsburgh, Pa.
South Barrel Exchange, Pittsburgh, Pa.
Wm. Ahlett & Sons, Pittsburgh, Pa.
Wm. E. Junker, Pittsburgh, Pa.
North Side Co., Pittsburgh, Pa.
B. Weissman, Braddock, Pa.

Estimated Weight of Barrel Shipments Now Before Classification Committee

Several matters pertaining to the interest of the coopers industry were considered, chiefly among them being the application for an estimated weight in the shipment of barrels. After much discussion it was unanimously decided to make application to the Official Classification Committee, New York City, for an estimated weight of 75 pounds per barrel. This will help the shippers and also the buyers of barrels to know exactly what the barrel will cost them delivered in their city. Under the present classification of Actual Weight it is not infrequent that two cars of barrels, loaded with the same number and kind, are vastly different, both in weight and freight charges. Chairman Cooper now has the matter before the Official Classification Committee and expects to receive a ruling within a short time.

Attendance

Those present at the Pittsburgh meeting were:
William E. Cooper, Enterprise Co., Philadelphia, Pa.

CO-OPERATION PAYS

During the last year a farmers' exchange in Beaufort County, North Carolina, saved its members and the farmers in the community between \$75,000 and \$100,000, according to a report to the United States Department of Agriculture. The organization, formed to aid potato growers, has shown high proficiency in co-operation. Last season its activities were confined to the purchasing of branded barrel covers and the selling of potatoes. Thirty-five thousand barrel covers were bought at a saving of \$700.

POWELL COOPERAGE CO. INCREASES OFFICE HEADQUARTERS

The Powell Co., the "Warrior Heads" manufacturers, Memphis, Tenn., have found it necessary to increase their office headquarters, and they are now located in rooms 406 and 407, Bank of Commerce Building, instead of room 512, same building, as heretofore. President E. A. Powell writes that everything is shipshape in the new quarters and that the late stringing is not only out, but that the doors are wide open to welcome all coopers visitors to Memphis. Further, President Powell advises that they have applied for an amendment to their charter increasing their capital stock from \$50,000 to \$100,000.

THE ASSOCIATED COOPERAGE CO., INC., WILL DO BUSINESS IN ARKANSAS

The Associated Coopers Co., Inc., 150 Nassau St., New York, tight and slack stave and heading manufacturers, has taken out a charter to do business in Arkansas, with State headquarters at Fayetteville.

STANDARD COOPERAGE CO. IS DOUBLING ITS PLANT CAPACITY

So well is business moving with our good advertising friends, the Standard Coopers Co., Aberdeen, Washington, that the company's plant is being doubled, new dry kiln, boilers and other new machinery being installed. The Standard Coopers Co. manufacture fir and spruce staves and heading for tight and slack hoops of all descriptions, the sales of which stock are moving nicely under the capable and efficient management of O. W. Baker.

Wm. S. Grier, Enterprise Co., Philadelphia, Pa.
I. Sukonik, Sukonik Co., Philadelphia, Pa.
I. M. Weiner, Southwark Co., Philadelphia, Pa.
V. W. Krafft, Secretary Associated Coopers Industries of America, St. Louis, Mo.
E. P. Voll, Bolz Co., St. Louis, Mo.
H. Arenson, Chas. Luntz, Pittsburgh Barrel and Co., Pittsburgh, Pa.

Max Schutte, Morris J. Schutte, South Side Co., Pittsburgh, Pa.

Morris Danowitz, I. Danowitz, B. Danowitz, Max Danowitz, Danowitz Bros. Co., Pittsburgh, Pa.

Abe Malitofsky, Samuel Malitofsky, Malitofsky Bros. Co., Pittsburgh, Pa.

Morris Calig, South Barrel Exchange, Pittsburgh, Pa.

Wm. Ahlett, John Ahlett, Wm. Ahlett & Sons, Pittsburgh, Pa.

Wm. E. Junker, North Side Co., Pittsburgh, Pa.

B. Weissman, Braddock, Pa.

The manifest interest and enthusiasm as displayed at the third meeting of the Second-Hand Barrel Group was such as to insure the belief in the success of the organization in Pittsburgh, and there is no doubt as to the success when it is to be considered that the Pittsburgh dealers will hold their meetings monthly to discuss ways and means of furthering the interests of their business. Big things may be looked for from Pittsburgh, and it is hoped that other cities will follow in the same direction.

Next Meeting Planned for Baltimore

Chairman Cooper is now endeavoring to arrange for a meeting to organize a Second-Hand Barrel Group at Baltimore, Md., which meeting will be held some time next month. This meeting will include the dealers of Baltimore, Md., Washington, D. C., Norfolk, Va., Portsmouth, Va., Richmond, Va., and surrounding territory. It is expected and hoped that the dealers in the cities named will work and co-operate with those in charge of arranging for the Baltimore meeting. Mr. S. Leibowitz and Mr. David Garratt, of Baltimore, are the appointed workers for the Baltimore meeting.

J. C. PENNOYER CO. CHANGES NEW YORK OFFICE ADDRESS

The New York office address of the J. C. Pennoyer Co., the tight and slack coopers stock and machinery servers, Chicago, Ill., has been changed from 25 Broad Street to 29 Broadway, to which new address all correspondence for the New York office of the J. C. Pennoyer Co. should now be sent.

MICHIGAN FRUIT GROWERS FOR CO-OPERATIVE STORAGE

A report from Benton Harbor, Mich., is to the effect that Berrien County Horticultural Society and the Michigan Fruit Growers Exchange, co-operative organizations of fruit growers, are promoting a co-operative stock company to build a fruit refrigerating and storage plant at Benton Harbor at a cost of \$150,000. The growers are seeking to eliminate uncertainty in the marketing of Berrien county's big fruit crop as far as possible.

P. H. KING SUCCEEDS JOSEPH KELLY & CO.

On February 1st announcement was made to the trade that P. H. King had succeeded to the proprietorship of the coopers business of Joseph Kelly & Co., Delaware and Snyder Aves., Philadelphia, Pa. Later announcement will advise in detail of the numerous changes in the conduct of the business, together with materially increased facilities which are now in course of preparation.



W. R. Hodges, Cedar Keys, Florida, is in the market for barrels in which to ship fish.

S. T. Burnham, Lutherville, Md., is in the market for small cooper tools for small keg making.

William Glynn, Oswego, N. Y., is in the market for tight gum staves and heading as well as steel hoops for barrels.

The Feiner Fish Co., 1037 West Third Street, Dorchester, Iowa, is in the market for machinery and tools for re-coopering sugar, salt and apple barrels.

Business Is On the High Road to Recovery and Conditions Will Improve from Now On, Says Archer Wall Douglas

Business conditions will improve from now on, says Archer Wall Douglas, chairman of the Committee on Statistics and Standards of the Chamber of Commerce of the United States, in his monthly review of business issued February 21st.

"The most convincing evidence that we are on the high road to recovery," Mr. Douglas says, "is found in the universal report, brought by traveling salesmen from every section of the country, of steadily growing sentiment that 'business will be better in the spring'—not a sudden return to prosperity, which is neither likely nor desirable, but a slow and natural working out of those processes of liquidation which are now in full operation.

"There are few who are more responsible than these same traveling salesmen for the growth of this healthy sentiment, which in effect is the recognition of the inherent soundness of the situation, and that the remedies for it lie largely in constructive action. Not only is sentiment improved, but there is definite increase in the volume of business done. It is not a very great increase, but as Mercutio says, 'Twill do,' for it forecasts the beginning of better days. Farmers are gradually bringing their produce to market. Bankers are slowly 'loosening up' and extending to farmers and dealers money and credit, the two vital factors needed to restore the situation. In the tobacco districts of Kentucky, where the deadlock between sellers and buyers seemed unbreakable, there are increasing reports of agreements made and sales consummated.

"Despite the general story of farmers withholding their products, there is daily a steady stream of grain and livestock coming to market, not in full volume, but enough to assist in alleviating the situation. Shipments of early fruits and vegetables from California and the South are running heavily, some 10,000 cars per week, thus distributing much-needed cash among the growers. Caution and conservatism are still universal among merchants in buying, and most orders are restricted to immediate wants for keeping up assortments.

"Out in the world of cold, hard facts, few take much stock in the current prophecies of the coming of a new prosperity at any specified date. Nor yet in those mystic charts which foretell when declines will cease and business resume its upward march. For it is perfectly obvious that prices have not reached bottom in all lines, and even a Wall Street lamb does not buy heavily on a falling market. The general thought inclines to early spring, March or April, as the date when distinctly definite improvement will set in, though in many parts of the Cotton Belt the belief is that June is early enough to expect a decided change. Yet scarce any believe that present conditions will prevail throughout the year.

"All are agreed that the only way to hasten matters is by general exercise of the homely virtues of hard work and economy.

"The South intends to illustrate this theory in a very practical fashion this year by raising the cheapest cotton crop in years; a crop grown on a 'corn meal and syrup' diet system of expense. Also farm labor everywhere will be cheaper this year, and improved farm machinery is decreasing the cost of production and increasing efficiency per man.

"The present distressful situation brings into vivid relief the inherent and fatal weakness of one crop countries—cotton and tobacco as salient examples—and how they fail their growers in time of tribulation. The saving grace of the situation today consists in the revenue producing capacity of the numerous factors in the diversified farming sections where livestock (especially hogs and poultry) and dairy products are furnishing ready cash to the farmer and helping him liquidate his obligations. Fortunately the South has progressed a long way towards diversification since the last era of low-priced cotton.

"The tremendous importance of the dairy industry may be gathered from the story of its annual productions. Ten billion gallons of milk, 1,500,000,000 pounds of butter and 800,000,000 pounds of cheese. To these must be added its hundreds of millions of dollars invested in the dairy cows, buildings, land and supplies. Production is now, and will continue to be, the dominant factor in the business situation. Yet it must be accompanied by intelligent forethought as to adequate distribution of the thing produced. Last summer a large proportion of the garden truck crop in a section of the Rio Grande valley was a dead loss to growers

because of lack of cars. Somewhere there has been lack of co-ordination between production and transportation.

"A recent expression of opinion by a number of representative business men throughout the country brought out the significant fact that they were not so much concerned about the problem of labor, material, prices, transportation and collection on the whole, as they were with the question of sales. In other words, when demand starts up, the whole tangled economic skein will begin to unwind like the nursery rhyme when the butcher began to kill the ox, and the ox began to drink the water, then the pig at the other end of the rhyme began to get over the fence, and the woman got home that night.

"While unemployment is still larger, there is more work and less idleness on the whole in industrial sections. The lessened production in manufacturing has naturally resulted in decreased output of coal. Also in the oil fields there are falling prices accompanied by cutting down the output.

"While building is practically at a standstill throughout the country, save in Los Angeles and around Palm Beach and Miami, there exists the general expectation in nearly all sections of a revival in the early spring, somewhere around the first of April, provided certain contingencies obtain, namely lower costs of labor and the assurance of steady, efficient work, lower costs of building material, and greater ease and certainty of obtaining loans from banks on construction work. The nature and extent of building during this year will depend almost entirely upon the extent to which these factors prevail.

"There will probably be more building in the cities than in the towns and less in the country than in either of the former two."

AMERICAN EXPORT TERMS FAVORED IN SOUTH AMERICA

The American Foreign Trade Definitions compiled by the National Foreign Trade Council and other important commercial organizations, have met with a warm reception throughout Latin-America and are proving of great assistance in preventing misunderstandings, according to a statement issued by the Foreign Trade Council.

The Chamber of Commerce, Industry and Agriculture of Santo Domingo has given its official approval to the Definitions, and has printed them in its bulletin for the guidance of its members.

In Argentina, the Chamber of Commerce of Buenos Aires has given the Definitions the widest possible publicity. Similar action has been taken by the Chambers of Commerce of Havana, Cuba; Lima, Peru; and Santiago, Chile. In Nicaragua and Colombia the Definitions have been distributed through local business men of prominence.

In several countries it was found that the American terms were little understood, while in other countries there was considerable uncertainty as to the exact meaning of the terms. Since the Definitions fixed very clearly the obligations of buyer and seller under the common sales terms, the wide distribution of these Definitions abroad through the Inter-American High Commission has been a distinct step forward in the development of trade relations with Latin-America.

NATIONAL FOREST RESERVATION COMMISSION SUBMITS REPORT

There has been printed by the Senate as document No. 310 the report of the National Forest Reservation Commission for the year ending June 30, 1920, transmitted by Secretary of War Baker as chairman of the commission. The report covers in detail the work of the commission in the matter of forest reservations, more particularly as to purchases, which, it is said, owing to the small amount of the appropriation for the year, have been limited largely to interior holdings and to lands which helped to consolidate existing purchase areas. The only exception was 6,500 acres on Unaka area in North Carolina, extending the southern boundary, a mountain tract especially valuable for watershed protection, and with a large amount of young timber.

There were 101,428 acres of land on 15 purchase areas approved for purchase during the year, at an average price of \$4.44 an acre. Of the 7,000,919 acres in the 22 purchase areas in the Southern Appalachian and White Mountains as originally located, 1,796,788 acres have

been approved for purchase, also 36,529 acres within the exterior boundaries of the Arkansas and Ozark national forests for the purpose of effecting consolidation. The only exceptionally large purchase approved, outside of the White Mountains, was one of over 22,000 acres in the Monongahela purchase area. The lowest price authorized was \$2 an acre for cut-over land in the Ozark national forest, and the highest \$14 an acre, in the Mount Mitchell area. From the figures following there is shown the total of land approved for purchase during the year, listed by States, and in parenthesis the total so approved in each State to date:

Alabama, 10,440 (62,966); Arkansas, 18,400 (36,528); Georgia, 8,279 (153,665); Maine, 1,613 (32,153); New Hampshire, 13,302 (401,026); North Carolina, 4,701 (326,786); South Carolina (18,612); Tennessee, 8,650 (246,675); Virginia, 10,631 (387,888); West Virginia, 25,412 (130,448).

The financial statement shows an unexpended balance for 1919 for the acquisition of lands of \$2,562,020.82, plus an appropriation of \$600,000 for the fiscal year 1920; expenditures during the fiscal year, \$393,051.33, leaving an unexpended balance available July 1, 1920, of \$2,468,969.49. Against this were existing liabilities in the form of executed contracts for the purchase of lands amounting to \$1,912,820.18; lands on which condemnation proceedings have been begun, \$33,538.05; lands approved for purchase, but not under purchase contract or not surveyed, \$77,181.97; leaving an estimated available balance July 1, 1920, of \$445,429.29.

Regarding the development of the purchase areas, it is stated that the purchased lands yielded, from the sales of forest products and otherwise, \$110,250, as against \$71,492 the year before, the increase being steady since 1915, when the receipts were \$3,978. Five national forests have been created out of purchased lands. Protection from fire is becoming more effective, and there has been a remarkable increase in the use of lands as recreation grounds, the supply of fish and game being added to by protection during the breeding season and restocking. A forest nursery has been established in the Monongahela area, where black walnut and white pine are raised for planting. Roads, trails and telephone lines are also being extended.

The report renews the recommendation made two years ago for an appropriation of \$10,000,000 for further purchases, it being said that the improvement of the purchase areas, all of which have been made national forests, is making the adjacent lands more valuable, and they can most economically be bought now. There is also pointed out the closer cutting by private owners, and delay in purchasing means acquiring more poorly stocked lands, with greater fire hazard.

E. C. WELSH NOW WITH SERFAS LUMBER CO.

Under date of February 18th T. A. Serfas, president of the Serfas Lumber Co., slack stave manufacturers, of Easton, Pa., announced that E. C. Welsh, a lumberman of many years' experience, and formerly of the Berry Lumber Co., New York, had been added to their company's sales force and would cover eastern Pennsylvania and New York.

The capacity of the Vicksburg, Miss., stave mill of the Chess & Wymond Company will be increased.

The Jackson Coopers Co., Jacksonport, Ark., has taken over the business of the Arkansas Coopers Co. of the same place.

J. A. Long has purchased the business of the Adams Stave and Heading Co., Portland, Ind., of which company S. H. Adams was the head.

A new incorporation is the Standard Coopers & Woodenware Co., 2360 Milwaukee Ave., Chicago, Ill. Capital stock of the new company is \$10,000.

Hartford, Conn., is to have a new coopers plant. The Hartford Barrel Co., a newly organized company, of which Meyer Cohen is the head, will operate the same.

The barrel plant of the late George Schinnerer, Columbus, Ind., has been leased by George Hitz & Co., who will operate the same. The plant's daily capacity is 1,000 barrels.

Pyron-Foshee Company is the name of the newly incorporated Selma, Ala., concern of which new company W. E. Foshee and H. D. Pyron are the incorporators. The capital stock of the Pyron-Foshee Company will be \$35,000 and its output staves.

The business of the J. E. Proskowetz Stave Co., Pine Bluff, Ark., has been reorganized and will be continued under the new name of the Cleveland Stave Company, with headquarters still at Pine Bluff. J. E. Proskowetz and J. F. Stastny are interested in the company.

New Orleans Reports Oil Boom Always On in Louisiana with Corresponding Great Demand for Cooperage, Tight and Slack

The oil boom is always on in this State, and new wells are being brought in daily. It is said that forty per cent. of the world's oil supply is now handled through New Orleans.

The production of oil is on so vast a scale that statistics are confusing, and the figures convey but little meaning to the mind, but the indisputable fact gathered from them is, that although the bulk of the oil is held in vast tanks, and is shipped in tank cars and tank ships, yet there is always a great demand for all the cooperage, both tight and slack, that can be obtained for petroleum products. All those having such cooperage to offer would do well to get in touch with the oil interests in this city. Some of them are not in the market, but those that are will buy on a large scale.

Carson Petroleum Corporation Will Be Large User of Cooperage Stock

During the past year the Carson Petroleum Corporation bought a 500 acre tract at Destrahan, a few miles above this city, and well within the industrial circle of this port. The home of the concern is in Chicago. The establishment here will be known as the Petroleum Export and Import Co. It is capitalized at \$5,000,000 and will erect refineries and storage tanks and all the improvements necessary for doing business on a vast scale. They will also have a can factory and a cooper shop. When in operation they will use the output of several cooperage stock mills.

Mexican Petroleum Corporation Will Have Large Barrel Requirements

The Mexican Petroleum Corporation has a plant at Destrahan, covering 400 acres, and has recently bought forty acres more, for further expansion. They work Mexican crude oil, to the extent of 20,000 barrels daily, producing gasoline, kerosene, road oil, gas oil, asphalt, flux and Diesel engine oil. Many of these products require barrels.

Where the Wooden Barrel Should Rule Supreme

At Meraux, nine miles below this city, is the plant of the Freeport and Mexican Fuel Oil Corporation. The refinery has a capacity of 10,000 barrels per day, and its products are the same as those of the Mexican Petroleum Corporation.

In this city, on the New Basin Canal, is the plant of the Liberty Oil Refining Company, with a capacity of 1,100 barrels. At present it is disposing of its products in cans only, operating its own can factory, but there is no telling how soon it may find it necessary to install a cooper shop and use barrels.

The Pelican Oil Refining Company, of this city, is operating a 500 barrel refinery at Chalmette, just outside the city limits. It uses mid-continental oil, received in tank cars, and produces gasoline, kerosene, gas oil and fuel oil.

The Island Refining Corporation has a refinery site at Sarpy of 780 acres, and the New Orleans Refining Corporation has a site of 366 acres at Sellers.

The oil storage capacity of New Orleans is about four million barrels of 42 gallons.

Timber and Stave Men Not "One" With Farmers in Their Prayers for Colder Weather

We cannot find where any of the timber men, who had been taking full advantage of the mild weather and comparatively good roads, or the mill men, who had been making staves when the sun shone, participated in these prayer meetings, or even uttered a very hearty "Amen," and yet the prayers were answered. The blizzards that swept over the North and East, blocking trains, and taking their toll of lives, made their influence felt here. The mercury dropped to 34 degrees and the farmers shivered but rejoiced. The too rapid growth of their crops was stopped, but the high winds and cloudy skies ward off the frosts, garden crops never looked finer than now. All signs indicate that crops will be enormous, and that the demand for produce barrels will be larger and longer continued than usual.

Still Good Demand for Sugar and Molasses Cooperage

The sugar grinding season has long since closed, but there is still a good demand for sugar and molasses cooperage among the larger refineries, though just at this moment the sugar market is in suspense, waiting for the Cuban sugar financial commission to fix the price at which the island's output is to be sold. The amount of sugar that has been placed in the hands of the commission for sale is now about fourteen million sacks, enough to furnish considerable business when the

price is fixed and this supply is thrown on the market. Fortunately it will not all go into barrels when refined. Even at the worst the demand for sugar cooperage is going to be fully equal to the supply, and we do not know what we would do if the demand were greater.

As to the Cuban Sugar Price

So far the Ward Steamship Line has brought about 100,000 bags of Cuban sugar to the American Sugar Refining Co. Before this issue of the JOURNAL reaches its readers the matter of price will be settled and the importing season will be at its height, and the Ward Line will have a sugar-laden ship arriving daily.

Big Produce Crops Expected

In former years during the winter months cooperage men have met with almost insuperable difficulties, due to bad weather that made roads impassable, outdoor work difficult, and that diminished the call for cooperage by checking the growth of garden crops, and made it impossible to gather the crops when they were ready for harvesting. This winter, however, we have, since Christmas, been suffering from a surfeit of fine weather, and many meetings have been held in the churches in this vicinity to pray for bad weather. We enjoyed about six weeks of balmy May days, ideal for field work; many crops had been harvested and large numbers of truck barrels used, then the truck growers found that they were having too much of a good thing. The crops intended to be marketed later on were maturing too rapidly. In spite of the summer weather we knew that summer was not really here, and if a cold snap should come later on there was danger that crops that had matured prematurely would suffer, hence the prayers for cold weather to come and check the growth of garden vegetables.

Good Old-Fashioned Cut Ash Hoop Is Popular Among Butter Tub Users

Cotton market reports are so pessimistic that one might suppose that all the cotton people were either out of business, or trying to get out, but in some mysterious way the cottonseed products industry seems to hold up pretty well, and lard and oil cooperage is always in demand here. The good, old-fashioned cut ash hoop is popular among the users of butter tubs, though a great many cheaper hoops made of white metal are in use.

University Classes in Saw Milling and Logging Operations

Tulane University, in this city, now has regular classes in saw milling and logging operations. The courses are designed particularly for representatives of mills in Louisiana, Mississippi and Alabama. Men in the lumber industry speak of the courses in the highest terms.

The courses of instruction are, no doubt, very good, but there has been in some minds a lurking fear that by the time the students have completed their studies in the theory and practice of saw milling our forests will have been exhausted, and there will be no timber left to saw. This danger is not so imminent as it seems, for the State of Louisiana, and many of the timber men and large land owners are making great strides in reforesting our cut-over lands.

Reforesting Cleared Lands

There were four and one-half million acres of virgin timber standing in Louisiana on the first day of January, and the annual cut amounts to over a quarter of a million acres, so the outlook for the future would not be encouraging, if nothing were being done in the way of reforesting the cleared lands.

Men of mature years are taking proper interest in the problem, but when a man past middle age plants a tree there is always a possibility that time may relegate him to the chimney corner before the tree is suitable for the holting saw, so the State is awaking the enthusiasm of the ones who are to profit most from the reforesting of the cut-over lands—the boys.

Boys' Forestry Clubs Springing Up

In this State there are 25,000 boys between the ages of ten and eighteen, enrolled in pig, corn, poultry and other agricultural clubs, and the benefit to the State is incalculable. Why not get an equal number of boys interested in forestry? That is just what the State is doing. Boys' forestry clubs are springing up in every neighborhood that has land not under cultivation. The \$500 a year that the State is offering in prizes for the best forestry work done by boys is the smallest item that is adding zest to the game.

What the boys are after is timber, and they are going

to get it. It is estimated that within the next decade some twelve million acres of cut-over pine, hardwood and cypress land in Louisiana will be reforested, and that boys, now scarcely in their teens, will have done a good share of the work. With the boys started right the safety of the timber business, as well as that of the nation itself, is assured.

Federal International Banking Co. Now Doing Business

The Federal International Banking Company is now open and actively engaged in business. Its first transaction was to finance a shipment of 15,000 bales of cotton. This cotton, on its receipt in Europe, is to be made into cloth and yarn for the account of the shippers, the mills to retain part of the product for their services and the rest to be marketed for the shippers.

The funds were provided by acceptances created by the banking company, to be secured by the cotton itself, then by the finished product, and also by the responsibility of the individual owners and shippers of the cotton.

According to Mr. T. J. Caldwell, vice-president of the bank, this transaction, involving \$250,000, is typical of the services to be given by the bank. On this same principle a cooperage man could ship his stock abroad to be made into barrels for his account, and be financed by the bank until the barrels were paid for by the consumer. It seems, however, that no cooperage man has, as yet, availed himself of the bank's services.

DEATH OF W. T. KING

W. T. King, one of the best known, and assuredly the most popular cooperage man in Louisiana, died on February 2d. The funeral was held at the home, No. 426 Pine Street, New Orleans, and the burial was made at Metairie Cemetery.

The survivors of the deceased are his widow and two sons, Allyn and Julian, aged respectively 17 and 19, four brothers, S. H. King, Drs. A. C. and E. L. King, of New Orleans, and J. B. King, of Tylertown, and two sisters, Mrs. A. D. Lewis, of Alexandria, and Mrs. L. F. McGuire, of Norfolk, Va.

The death of Mr. King was an unexpected blow to his many friends, for, after a long illness, he had rallied and seemed to be well on the road to recovery when the relapse came.

Mr. King was the head of the Centreville Cooperage Co., a most promising enterprise, in an excellent location. Under his capable management the business flourished, but operations were discontinued as soon as his health failed. The plant has been sold, and there is no immediate prospect of its being operated again, unless someone comes along who can appreciate its possibilities.

Mr. King's cooperage brokerage business, carried on under the name of the W. T. King Cooperage Co., has been closed out, though his associate, Mr. J. C. Markstein, No. 801 Canal Bank Building, will continue to handle cooperage and stock in connection with his business in logging and mill equipment.

SOLOMON MARX, PIONEER BARREL MAN, DEAD

All New Orleans is in mourning, for Solomon Marx is dead at the age of eighty-five. Known, loved and venerated throughout this city as "Papa Marx," his good deeds were so innumerable that to the children and, indeed, many of older growth, had come to look upon him as an active spirit of benevolence, a sort of Santa Claus, or St. Nicholas.

Mr. Marx was a writer of distinction, was a lover and patron of music, was the founder of the cottonseed industry, and was the prime mover in many large and successful business enterprises, and, although his connection with the cooperage industry has almost been forgotten by the present generation, he was one of the foremost pioneers in the barrel business in the South. The testimony heard on all sides is that no man ever lived a more blameless or more perfectly rounded life.

THEO. G. SIEGFRIED, PRESIDENT NEW OLYMPIC COOPERAGE CO.

It will be of special interest to the trade to know that Theo. G. Siegfried, formerly of the Standard Cooperage Co., Aberdeen, Washington, is president of the newly organized Olympic Cooperage Co., of Port Angeles, Washington. Information received from Mr. Siegfried is to the effect that plant operations will begin about April 1. Fir, spruce, hemlock and cedar staves and heading of all sizes and kinds and for all purposes, as well as ice cream freezer stock, will be turned out by the Olympic Cooperage Company. Oram, Trevor, Rochester, Whitney and Gerlach lines of machinery are being used and as to plant location, Mr. Siegfried says it is very desirable.

BIG REDUCTION IN PRICES ON Cut Tacks and Small Cut Nails

NET PRICES

Basket Tacks				
No. 4	No. 6	No. 8	No. 10	No. 12 and larger
\$15.30	\$14.90	\$12.55	\$11.60	\$10.45

Basket Nails				
5/8"	3/4"	7/8"	1"	1 1/8"
\$12.00	\$11.75	\$11.50	\$11.25	\$11.00
1 1/2" and larger				\$10.50

Cooper's Hoop Nails				
5/8"	3/4"	7/8"	1"	1 1/8"
\$10.75	\$10.60	\$10.40	\$10.25	\$10.00
1 1/2" and larger				\$9.75

WE can furnish the Nails with Tack Points if desired.

We also manufacture all kinds of Cut Tacks and Small Cut Nails.

We make a specialty of manufacturing SINGLE LOOP BALE TIES FOR THE STAVE AND HEADING MANUFACTURERS.

Terms
30 days
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Less 2%
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The highest point in machine efficiency is the "Perfection" Heading-up Machine for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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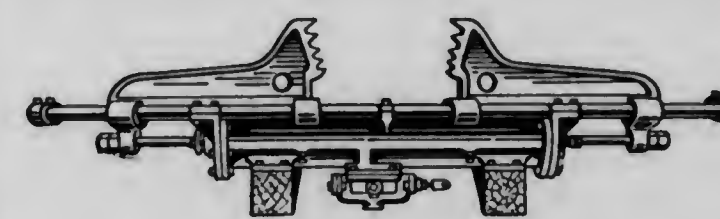
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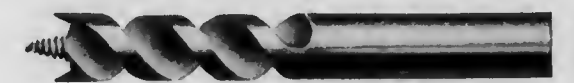


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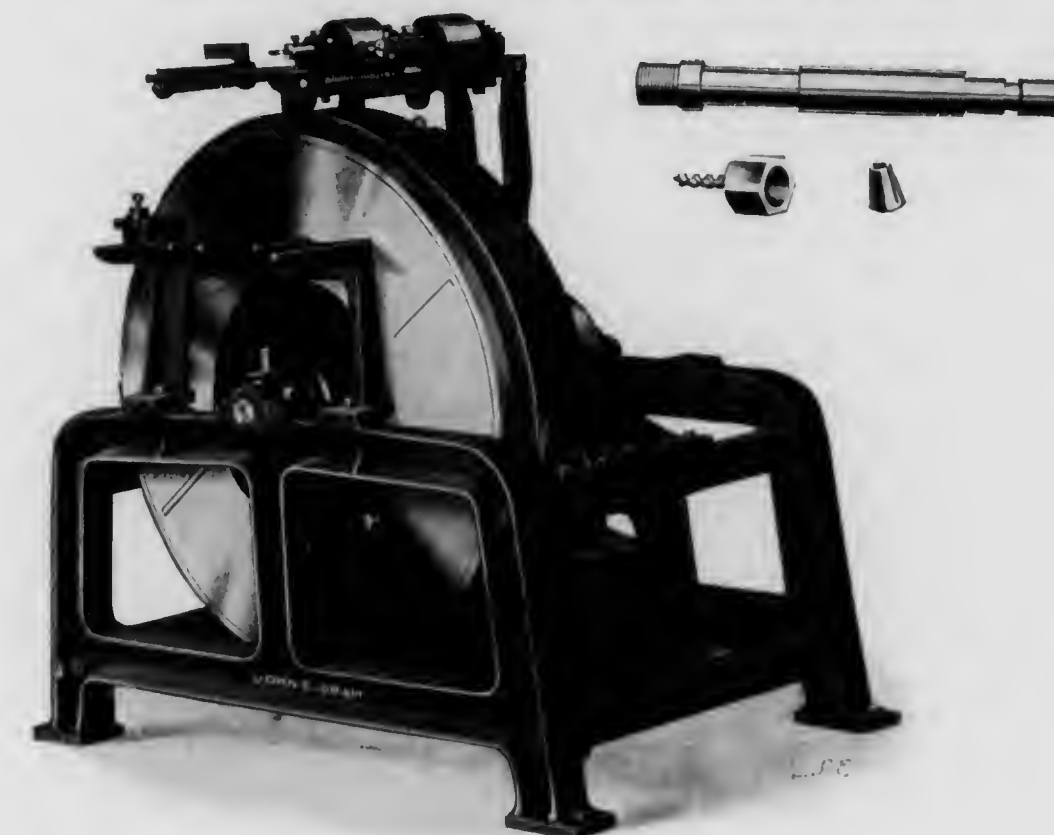
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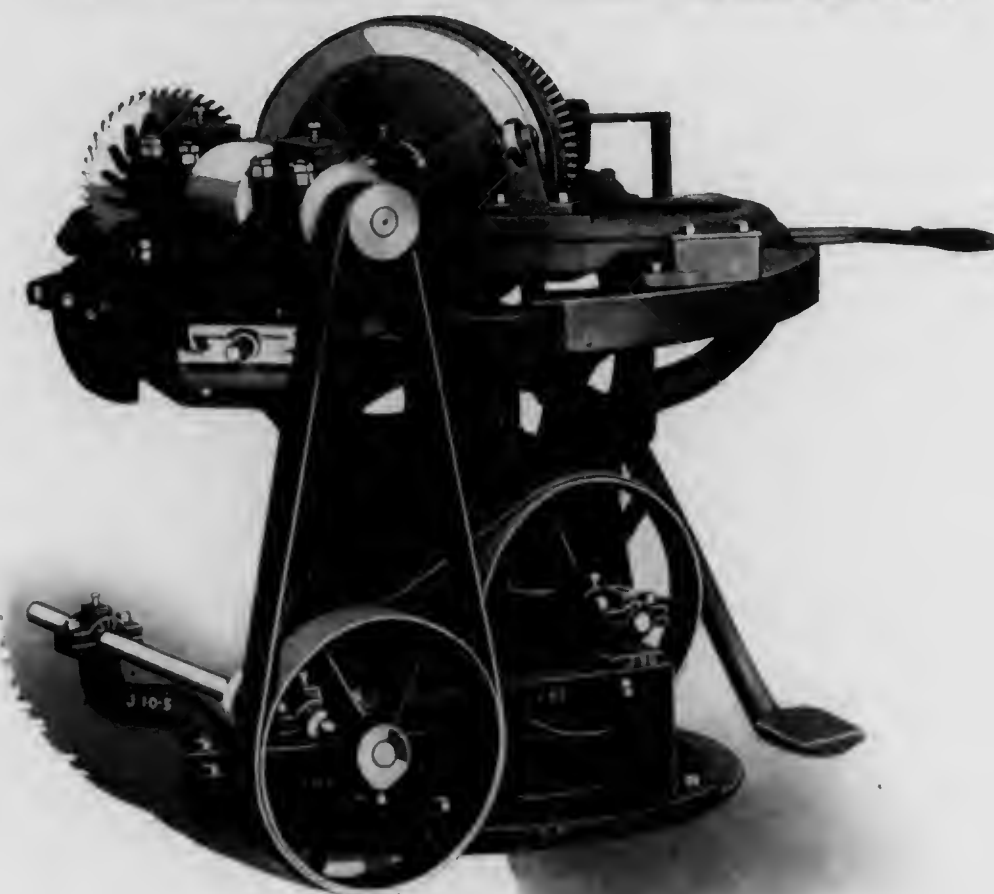


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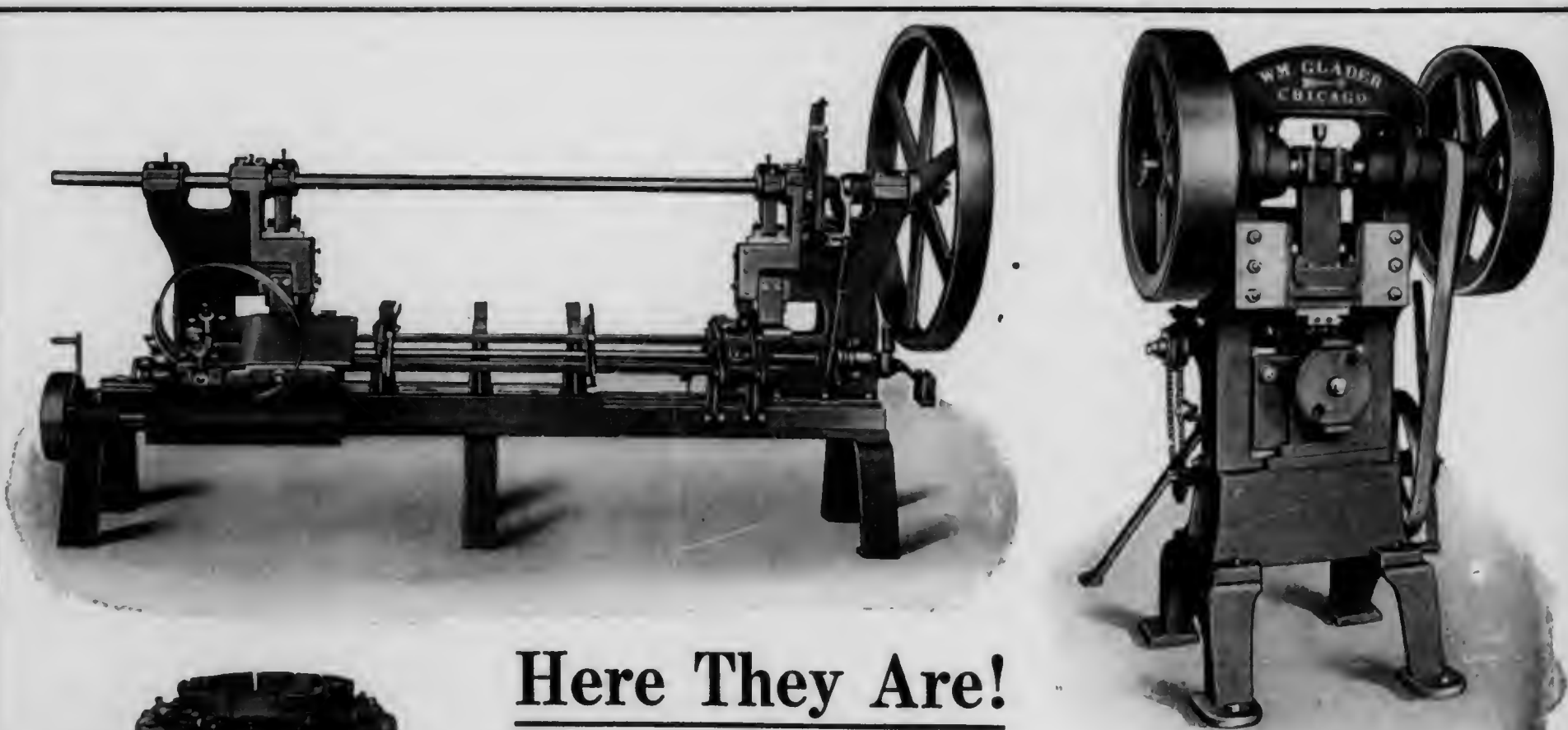
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The solid construction of the machine and the way in which the frame is braced to resist strain, prevents vibration. The cylinder saw, made from steel of the right gauge, perfectly tempered and accurately balanced, runs true to form, without tremor or distortion when speeded up. The Quick Shifting Gauge can be set as quick as a wink to take off a thick or thin slab from a crooked bolt. Snap it back again to the proper stave thickness, push up the Carriage and you get a perfect stave.

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HOOP FLARING and EXPANDING MACHINE.**

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For further particulars address.

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WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

BOOSTING THE WOODEN BARREL THE PERFECT SHIPPING PACKAGE

The wooden barrel has stood the test of centuries, but how many of its makers have or are lending it aid and support in this day of package competition against encroaching substitutes? The marvel of the wooden barrel is that practically without assistance of any kind from those to whose coffers it has caused fortunes to flow, it has withstood almost unflinchingly the onslaughts of the substitute. If the inroads now being made in its rightful fields are showing their depths, it is no fault of the "wooden barrel," the perfect shipping package, but of those whose business support it is and who refuse or fail to fully appreciate the barrel's need of support in its competitive fight.

Almost the first note sounded by the JOURNAL when it took up its labor in the cooperage field was "boost the wooden barrel," and so continuously have we harped this string that no one throughout the trade has not at some time heard the call. What advertising has been and is being done in behalf of the wooden barrel is most commendable and has been productive of encouraging results, but the full power and strength of the industry, individually and collectively, is what is needed and what must be had if the wooden barrel is to push forward by strides that will really count. What individual barrel manufacturers can do in the way of "boosting the wooden barrel" is well set forth in the "copyright" article entitled "Barrels and Kegs as Containers," which follows, and which article was prepared and is being made use of in a barrel-boosting advertising campaign by Chess & Wymond Company, of Louisville, Ky. Read this article and then study the excellencies of your trade package and in comparison with substitutes set forth your argument in favor of the wooden barrel as a shipping package, and begin your own work of boosting, if not collectively, at least individually.

BARRELS AND KEGS AS CONTAINERS

When your product is ready to ship it is highly important that it be shipped in a container that will carry it safely through to destination. This container should be one that will withstand the knocks, drops and jarring that it will receive at the hands of truck drivers, warehousemen, freight handlers and trainmen, and it must be strong and durable enough to survive such treatment, not once, but many times.

Time has demonstrated that the wooden barrel is the one container which perfectly measures up to these requirements.

There are two general classes of cylindrical containers in use today—the wooden barrel and the metal container. Unlike its so-called substitutes, the wooden barrel is not an experiment, or makeshift, nor is it the fad of the past few years. The wooden barrel has come down to us through thousands of years, yet human ingenuity has never been able to improve it radically over the Roman barrel. The only changes in that time have been in the methods of manufacture of the materials and the finished articles, and in the increase in the number of sizes. Modern scientists have never improved upon the arch construction used by the ancients.

Tight wooden barrels, such as are used for liquids, pastes, etc., are manufactured of white oak, red oak, ash and gum. White oak is, of course, the best, but this is becoming scarce and therefore so expensive that it is not economical to specify it for all purposes. Red oak is becoming more and more popular, for, although coarse of grain and open-pored, it becomes, when properly sized, sufficiently tight for a great many purposes. Ash and gum give entire satisfaction when used for heavy oils, soap, greases, pastes, etc., but should not be used for thin oils, penetrating liquids, etc. It is for you to select that barrel best fitted for your needs.

Unexampled in Workmanship

The timber used in making wooden barrels and kegs is carefully selected and quarter-sawn, after which it is air-dried under the most approved methods. After this the stock is carefully inspected and all stock not suitable for barrels is thrown out. The stock is then placed in dry kilns and properly dried and is then made into packages. Our experience of nearly fifty years in the cooperage business puts us in position to make a high-grade package.

The substitute metal containers are of many kinds and various types, but, generally speaking, they consist of a steel cylinder with heads welded in. The earliest types had straight cylindrical sides with roller hoops

around it to prevent the sides being dented or crushed when rolled. This is known as a drum. There is also a type having reinforcing ribs instead of the roller hoops, which answer the same purpose. These drums are in two classes, one made of light steel, which is intended for one trip only, and the other of heavier material for re-shipping or continuous service. The latest is one made with a bilge like the old reliable wooden barrel.

Has Big Advantage in Point of Cost

Quite a number of points enter into the question of selecting an efficient container. One of the most important is the cost. A high-grade white oak wooden barrel costs, at the time this is written, \$4.50 each; the light metal "one-tripper" costs \$6.50; the heavier drum, intended to be returned and re-shipped, costs \$15, while the bilged steel barrel costs \$10 each.

First we will compare the "one-tripper;" it is so named because, like the wooden barrel, it is not meant to be returned. Both are billed out with the contents. The result is the customer must pay about two dollars more for the metal container than for the wooden barrel. The customer may or may not be able to sell the metal container, but there is always a market for second-hand wooden barrels. If the package should be damaged, customers in a small town are not convenient to acetylene welding plants so necessary to repair the metal container, but most any workman can repair a wooden barrel. Then, too, this "one-tripper" metal container has not anything like the strength of the wooden barrel, yet it weighs considerably more. Furthermore, the wooden barrel can be, and is, used for more than one trip, and yet the initial cost is less than the metal container. If you can use second-hand barrels, they can be bought still cheaper and are more plentiful than metal containers.

Now, turning to the so-called "permanent" metal containers, we find a different state of affairs. The original plan for using this style of package contemplated permanent ownership by the shipper, the intention being to reduce the container cost to the original investment, plus the freight charges on the returned empty packages. However, the scheme does not work. The "drums" cost \$15 and the "bilged barrels" cost \$10, while the best grade of wooden barrels is only \$4.50, so that on the original investment the cost of the metal container is two to three times as great as the wooden barrel. The wooden barrel is billed out to the customer, while the metal container is billed out at varying figures, which amount is credited on its return. The metal container is not always returned promptly. Human nature makes us a little careless about the other man's property, though our intentions be the best. Even after the container is drained, which often proves to be months, or even a year, it is allowed to lay around before being returned. Constant tracing by mail and men traveling around is necessary.

The results from this is that the company using metal containers must carry a large stock, whereas the greater portion of his wooden barrel expense is paid when the invoice is paid. The metal containers in the consumer's hands is so much money tied up. It is quite true that they are returned eventually and used, but interest on the original cost runs on while they are in the hands of the consumer. In addition to this there is the expense of tracing and accounting, which is also expensive. Then, too, there is the friction between the seller and the customer in securing the return of empties, which sometimes loses valuable customers, nor is it possible to sell the metal container to the consumer as they do the wooden barrel, for there is no market for second-hand metal containers, and they are usually marked with the seller's name.

From all of the above we may safely conclude that the wooden barrel is cheaper in point of initial cost and upkeep.

The Wooden Barrel the "King of Shipping Packages"

The next point to consider is service, and under this head comes convenience of hauling and storing. To begin with, the wooden barrel is much lighter than the metal container of the same capacity, but its moderate weight is only the beginning of its superiority. Due to its bilge, the wooden barrel up-ends easily and is easy to guide when rolled on its side. Read what one of the larger manufacturers of steel barrels and drums has to say on this point:

"Manufacturing as we do, both the bilge barrel and the straight side drum, we are in position to give accurate and unprejudiced testimony as to the relative advantages of the two types.

"That the straight side steel drum is harder to handle, and therefore adds considerably to the labor cost, must be admitted by anyone who has closely watched operations of a loading crew in a warehouse. It is difficult to up-end, leverage as can be obtained being very small, and the drum being, therefore, practically a dead weight. Two men are usually required for this. It is harder to roll and to skid, and still harder to turn, as it has two points of contact instead of one. The preference in shape is decidedly with the bilge barrel, and the saving in the labor expense is considerable.

"The * * * barrel with its pronounced bilge follows the exact lines of the wooden oil barrel, the shape of which has been approved by years of universal usage. If the bilge is preferable in the wooden barrel on account of its greater ease in handling and the greater strength, it is still more preferable in the steel, with its necessarily greater weight."

Wooden Barrel Preserves Its Contents in Natural State

The next point to be considered is preservation of its contents. The wooden barrel preserves its contents in their natural state—there is no rust, no sediment, no chemical reaction and no contamination. Quite a number of engineers, mechanics and automobilists will not use oil out of metal packages, as particles of rust and flaked metal may get into the oil.

The next point to be considered is leakage. Users have found that when intelligently purchased, wooden barrels will give complete satisfaction. The notion that the substitute container never leaks is erroneous, and there is endless trouble with leaky faucets and bungs. In fact, leakage complaints against wooden barrels are not more common than against metal containers. Should they leak, the repairing of a wooden barrel means simple hand labor, while metal containers must be repaired with acetylene welding outfits or sent back to the factory, and that these repairs are frequently necessary, as any user of metal containers can furnish ample evidence.

What has been said above about wooden barrels and metal containers will also apply to wooden kegs and metal cans, either jacketed or not.

Finding that the wooden barrel is the most economical to use, the next is, what kind and what size. For highly volatile and penetrating oils, alcohol, formaldehyde, acetic acid, varnish, shellac and similar products, the white oak is the best. For kerosene, lubricating oils, paste dyes, paints and other substances not too penetrating, the red oak package has proved highly satisfactory. For greases, chemical pastes and powder and similar products, the gum barrel is preferable. It is also advisable in some cases to coat the barrel on the inside with a thin coat of glue, a double coat of glue, silicate of soda or paraffine, dependent entirely on the nature of the product.

As for capacity, a standard size should always be selected. This will insure the lowest cost and a steady supply. Special containers always mean more cost and delays in manufacturing and shipping.

(Copyright, 1921, by Chess & Wymond Co.)

EGYPTIAN MARKETS FOR IRON AND STEEL PRODUCTS

Consul Lester Maynard, writing from Alexandria, says:

The rougher iron and steel products imported into Egypt during the year 1919 are given below according to quantity and value:

Items	Tons	Value
Bars and billets	4,540	\$ 496,700
Angles and tees	760	61,400
Girders and joists	1,570	155,300
Sheets and plates (not galvanized) ..	3,260	384,900
Hoops and strips	8,220	896,600
Rails and fittings (including sleepers) ..	7,890	833,400
Total	26,240	\$2,848,300

The importation of nails and screws totaled 1,060 tons, valued at \$245,000. The United Kingdom supplied almost 83 per cent. of the total imports listed in the above table; Belgium and the United States furnished the greater part of the remaining 17 per cent. Belgium's share consisted chiefly of bars and billets, girders and joists, and nails and screws. The imports from the United States were mainly bars and billets, sheets and plates (not galvanized), and nails and screws. The values in the above table are converted at the normal rate of exchange, 20.23 piasters to \$1.



OFFICE OF SECRETARY, A20 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

Gum Tight Barrel Heading

The attention of all is respectfully directed to the Association's Specification for Gum Barrel Heading, Section 12, under which GUM TIMBER ALONE IS PERMISSIBLE, unless otherwise specified.

Green Staves

The shipment of green tight barrel staves not only operates to the detriment of the industry and results in economic waste, but your attention is also called to the fact that, under the law, green staves are not a delivery on a sale and purchase of air-dried staves.

Freight Charges to Canadian Destinations

An arrangement having been effected between Canadian carriers and the Board of Railway Commissioners of Canada for the equalization of freight charges based upon the rate of exchange, announcement has now been made by carriers that traffic from United States points to Canadian destinations, except export traffic via Canadian ports and coal and coke, may be accepted with charges "collect" unless prepayment of charges is required by governing classification or tariffs.

Census of Production

Upon a recent visit to Washington the undersigned was informed by the Bureau of Census that the census of the cooperage stock production for the year 1919, taken in connection with the census of manufactures, will be made available at the earliest possible moment.

In accordance with authority conferred by Congressional enactment, a biennial census of production will be made by the Bureau of Census commencing with the year 1921.

WALKER L. WELLFORD IN LEAD IN CONFERENCE ON LOWER RATES

Plans are rapidly taking shape for a conference in Memphis between representatives of the Southern Hardwood Traffic Association and officials of the principal railroads in the South and Southwest, which will have for its specific object, a discussion of so readjusting freight rates on the lower grades of hardwood lumber and forest products as will enable these to move to market to the benefit of both the lumbermen who produce them and the carriers who transport them.

Walker L. Wellford, president of the Chickasaw Cooperage Co., Memphis, chairman of the rate adjustment committee, has addressed a letter to the presidents of the thirteen principal railroads in the South and Southwest, advising them of the recent action of the association in protesting against present high rates on low grade lumber, pointing out that there is virtually no movement of such materials to market at the moment, and inviting them to participate in the proposed conference. Replies have been received from practically all of the railroad men to whom letters were written, approving of the idea of holding a conference and showing a disposition to co-operate with the lumbermen in solving the problem created by the advance in freight rates on the lower grades.

The railroad men have not indicated what they will say when they come to this conference, but the members of the association are considering the line of approach to the subject they will adopt, and it may be stated, on reliable authority, that they will propose to the carriers readjusting rates either (1) on the basis of released valuation of the cargo, or (2) on the basis of complete elimination of the advances on the lower grades allowed by the Interstate Commerce Commission last summer. The latter suggestion means that they will ask for complete abrogation of the advance of 33 1-3 per cent. on the inter-regional shipments and from 25 to 40 per cent. on shipment originating in the various rate-making groups into which the country was divided.

RATES ON TANK STAVES, BOTTOMS AND HEADS EXCESSIVE

In the case of the Parkersburg Rig & Reel Company vs. Atchison, Topeka & Santa Fe et al, the Interstate Commerce Commission has held excessive rates on oil well material from Tulsa, Okla., to various Texas points, and awarded reparation on shipments made in 1918 and 1919. The shipments included two classes of material, one being bull, band and calf wheel material,

Registration of Trade Mark "Master" in Argentina

The Bureau of Foreign and Domestic Commerce announces the filing of an application with the Argentine government by an Argentine firm for the registration of the word "Master" for goods in various classes, including cooperage. Further information will be supplied upon request.

Trade Opportunities—Tight

W. M. Pratt, Route No. 1, Blocton, Ala., desires to secure quotations on tight staves and heading. (From Slack Adv.)

Mr. Joseph Moran, St. Peter, Montana, is in the market for barrels suitable for sauer kraut, pork, pickles, etc. (From Slack Adv.)

A mercantile firm in South Africa desires to secure an agency for the sale of wine casks. For further information address Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices, referring to opportunity No. 34,368.

A firm in Portugal desires to secure an agency for the sale of cask staves. For further information address Bureau of Foreign and Domestic Commerce, Washington, D. C., or branch offices, referring to opportunity No. 34,396.

Trade Opportunities—Slack

The United States Asphalt Refining Co., 90 West St., New York City, desires to purchase stock for the manufacture of asphalt slack barrels.

The Lithowite Silix Co., Still River, Conn., is in the market for material for slack barrels. (Slack Adv.)

W. M. Pratt, Route No. 1, Blocton, Ala., desires to secure quotations on slack staves and heading. (Slack Adv.)

consisting of arms and cants, in the rough, and the other wooden tank material, consisting of staves, headings and bottoms. The former were charged at a commodity rate of 66.5 cents to Ranger, which destination was taken as typical, as compared with class A rate of 71.5 cents, at which class it is rated in the Western classification. The rating was changed to class B in December, 1919, and a commodity rate published 3 cents higher than lumber. Complainant asked for application of the lumber rate, and this is found to be reasonable under the decision in the lumber classification case holding that vehicle material should take lumber rates. It is explained that the hull wheel arms correspond to spokes, and the cants to felloes; and although the carriers urged that their value was about twice that of lumber, the commission follows its reasoning in the lumber classification case, that while generally vehicle material is more valuable than common lumber, its value is yet within the range of values of lumber.

The tank material shipments comprised in some cases only staves, bottoms and heads, while others included iron hoops and other iron parts. The former, it is said, had they been billed as staves, headings and bottoms, would have been entitled to lumber rates, or 29.5 cents to Ranger, instead of class D rate of 41.5 cents, and the overcharges on them should be refunded. Those containing iron parts were properly charged at class D rates, and it is observed that complainant's prayer for the application of lumber rates for the future is satisfied by the publication of lumber rates on wooden tanks, complete, k. d., effective December 31, 1919. The carriers, however, explained that this publication was in error, and announced their intention of publishing 10 per cent. higher than lumber rates on that description, as found in the lumber classification case to be reasonable.

REDWOOD TANK RATES DISCRIMINATORY

In the case of Portland Traffic & Transportation Association et al vs. Director General et al, the Interstate Commerce Commission has held that carriers should apply the same rates on redwood tank and silo material from Portland, Ore., to interstate points as on fir. The complaint was based on discrimination as compared with manufacturers in California, it appearing that the National Tank and Pipe Company, the principal complainant, imported redwood from California, while the manufacturers in the latter state likewise imported fir from Oregon, all of them being competitors in all markets for both species of tank and silo material. From California the rates were the same

on both species, while from Portland the rates on redwood were in most cases 10 cents higher than on fir, with less differences to some nearer points. The finding of the commission is that rates on redwood material are and will be unduly prejudicial as far as they exceed from Portland the rates on fir material by a greater amount if any, than the redwood rates exceed the fir rates from San Francisco Bay points.

Predjudice is also found from the fact that cubic capacity minima are maintained from Portland, as against flat minima from San Francisco Bay points, but it is not decided that the minima need be the same.

SHIPPERS GENERALLY REGARD DOUBLE-HEADED BARRELS AS PROPER CONTAINER FOR POTATOES

A peculiar and interesting decision, reminiscent of the old wooden box case, is that the Interstate Commerce Commission in the case of John A. Eck Company vs. Atlantic Coast Line et al., in which reparation was asked for unreasonable charges on a car of potatoes from Seville, Fla., to Chicago. The tariff provided for an estimated weight of 185 pounds per package on potatoes in hampers 26 1-2 inches high, 16 inches wide at the top and nine inches wide at the bottom, that being the average weight of a barrel of potatoes. Such hampers, in which the shipment in question was made, in fact contained about a bushel and a half of potatoes, weighing about 90 pounds; and the rule was in order to discourage the use of hampers, which are frail, being made of thin veneer, the use of which results in numerous loss and damage claims. The commission remarks that the hamper is not regarded by shippers generally as the proper container in which to ship potatoes, the bulk of the movement being in double-headed barrels, and finds that the charges were not unreasonable or unjustly discriminatory.

WILL SHIP FRUIT JUICES IN TIERCES

Writing recently from Asuncion, Paraguay, Vice-Consul George E. Seltzer says:

In order to utilize to its full capacity the plant that it has erected for meat packing at San Antonio, Paraguay, an American corporation now has plans under way to manufacture citrus fruit juices and to ship fresh oranges to Argentina and Uruguay. Therefore, the company has asked the Paraguayan Congress to amplify the concession that it now holds for a meat-packing plant in order to include the industrialization of the products and by-products of fruit trees, legumes, cereals, vegetables in general, and fibrous plants.

Estimated Capacity of Plant—Machinery Shipped from United States

It has been estimated that the plant will be able to handle the following maximum tonnage of fruit yearly: Tangerines, 500 tons; bitter oranges, 500 tons; sweet oranges, 1,000 tons; lemons, 250 tons; limes, 500 tons; mangoes, 100 tons; guavas, 100 tons. This fruit is estimated to yield approximately the following: 5,000 gallons crude tangerine essence oil; 100,000 gallons tangerine juice; 2,500 gallons bitter orange crude essence oil; 7,000 gallons finished marmalade; 3,000 gallons sweet orange crude essence oil; 150,000 gallons sweet orange juice; 750 gallons lemon crude essence oil; 40,000 gallons lemon juice; 1,000 gallons lime crude essence oil; 175,000 gallons lime juice; 75 tons finished mango chutney; 20 tons guava jelly; 60 tons guava marmalade.

Two steamers, with refrigerator space, that the company has had constructed in the United States have been sent to Paraguay with the machinery necessary for the manufacture of the juices. The machinery, which is valued at \$20,000 United States currency, includes fruit presses, electric motor, shredding machine, a grating and peeling machine, and fruit crushers.

Plans for Handling Products

The tangerine juice, the sweet orange juice, and the lime juice will be shipped in tierces in the form of jelly. Because of the heavy expense of bringing from the United States the sulphuric acid necessary for the mixtures, and because of the possibility of finding a better and quicker market for the essence oil in the unrestrained state, such oils will be exported in their crude state.

The company intends to ship the oranges in crates to Argentina and to Uruguay, where the consumption of sweet oranges in season is very large, and later on to the United States and England during the northern winter. In order to obtain the supply necessary for its plant and for export (the company plans to ship only 20 per cent. of the oranges that it will handle), the company proposes to have buyers in different parts of the country and to send small boats up and down the river making stops at all ports, to bring experts in fruit culture from the United States or from Brazil, and to establish experimental farms.

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THE BUFFALO COOPERAGE MARKET

The slack cooperage business is on a very quiet basis at present, as this is the dull season in many lines, and hardly any buying is being done. The majority of coopers feel that they can buy stock later, providing business conditions pick up as slowly as they anticipate, and they would rather buy then, even if they have to pay more money.

The Cooperage vs. the Lumber Trade

While lumber business has begun to show a slight improvement, and the millmen and wholesalers are feeling encouraged, this state of mind has not yet been imparted to those in the cooperage industry. It is not surprising to discover that lumber business picks up before cooperage trade, for that is often the case, and the latter will probably fall into line before long, perhaps before the coopers appreciate that a change has come about.

Quotations on cooperage stock show a general declining tendency, the greatest falling off being in staves, which are generally several dollars less than a month ago. Prices, f. o. b. Buffalo, are stated to be as follows:

No. 1, 30-inch elm staves.....	\$23.00	\$25.00
No. 2, 30-inch elm staves.....	14.00	15.00
No. 1, 30-inch gum staves.....	23.00	24.00
No. 1, 28 1/2-inch elm staves.....	23.00	25.00
No. 1, 28 1/2-inch gum staves.....	23.00	24.00
No. 2, 28 1/2-inch gum staves.....	13.00	14.00
Mill run, 28 1/2-inch gum staves, fruit..	15.00	17.00
No. 1, 19 1/4-inch basswood heading.....	19c.	21c.
No. 1, 19 1/4-inch gum heading.....	18c.	19c.
No. 1, 17 1/4-inch basswood heading.....	16c.	17c.
No. 1, 17 1/4-inch gum heading.....	15c.	16c.
Six-foot hoops; six-foot-nine hoops.....	\$26.00	\$27.00

Low Prices No Great Stimulus to Business

Prices are down to such a point in some kinds of cooperage material that it would seem that coopers cannot go far wrong in purchasing, but it is difficult to convince them that it is the proper time to buy. They are not likely to get staves much cheaper, for prices appear to be down to the cost of production, or close to it.

Flour Trade Still Inactive

No increased activity is reported from the flour trade, which has been in a state of dullness so far this year. The export demand has dropped to small proportions and domestic business is in about the same shape. A hand-to-mouth buying policy is the rule, and this means that few barrels are wanted. The outlook is not favorable for prompt improvement, though with general business conditions improving to some extent flour business ought to do the same. Customers are certainly carrying but small stocks in most cases.

An Early Apple Forecast

In spite of the sunshiny, open winter, the warm days have not been numerous enough at a time to start vegetation, and there is so far no complaint of fruit buds being killed. Not only has the aggregate cold been less than usual, but this city so far has not been below zero. The big surplus of apples last fall, which might have been sold if the English market had been in normal condition, will no doubt cause farmers to neglect their orchards this year, so if business revives to any extent prices ought to be good. This means that the traffic may or may not be able to pay for barrels next fall.

Cider Buyers Must Furnish Own Barrels

Sweet cider is selling at reasonable prices. An advertisement in a local paper quotes it at 25c. per gal., the buyer to furnish his own barrel.

Edward B. Holmes for Mayor of Buffalo

It is a long time before another city election occurs, but the newspapers are already discussing suitable candidates. One of them says:

"Fred F. Klinck, former police commissioner, is being discussed as a Republican candidate for mayor. Mr. Klinck, Mayor Buck and Edward B. Holmes occupy the position of being the three most prominent Republicans under consideration at present."

Mr. Holmes is of course known widely to the cooperage industry as president of the E. & B. Holmes Machinery Co. He is well known and prominent in city affairs.

The Randolph (N. Y.) Barrel Co. closed its plant a week ago for an indefinite period.

W. G. Pennyacker, Jr., states that the slack cooperage trade is very quiet and that it is difficult to get the coopers to buy while the market shows its present week tendency. Production of stock has been much curtailed, which will probably have a beneficial effect.

Jackson & Tindle find coopers generally in a waiting mood. Very little buying is being done, but it is believed that within a few weeks conditions will change for the better.

The Quaker City Cooperage Co. plant is running on short time and the prospects are not believed to be very good for early improvement. Some flour barrels are being turned out, but business is pretty quiet.

Bobby Leach, the only man who ever went over Niagara Falls in a barrel and lived to tell the story—although a woman performed the same feat and still lives—believes that he has a charmed life. Notwithstanding his nearly 60 years he says he will jump from the ripper steel arch bridge into the Niagara River next July. The bridge is 208 feet above the water.

Prices and Wages.—Prices for casks of 26.5 gal. are

Countries	Quantity Pieces	Value Escudos	Quantity Pieces	Value Escudos	Quantity Pieces	Value Escudos
United States	2,701,000	516,198	2,101,000	1,830,582	33,828,000	3,876,501
Austria	400,000	46,594	(a)	(a)	(a)	(a)
Russia	569,000	149,726	(a)	(a)	(a)	(a)
Italy	(a)	(a)	(a)	(a)	(a)	(a)
Spain	(a)	(a)	341,000	26,875	1,641,000	147,922
England	(a)	(a)	(a)	(a)	2,255,000	121,081
Other countries	215,000	9,459	2,000	1,005	4,000	42,900
	3,885,000	721,977	2,444,000	1,858,462	37,728,000	4,187,504

(a) Included in "Other countries"

MORE THAN SATISFIED WITH THE "JOURNAL"

A. J. HANNA, 337 E. LINCOLN ST., FINDLAY, OHIO, buyer and seller of all kinds of second-hand barrels, in writing recently, says: "I am more than satisfied with the results received through the JOURNAL, and I am enclosing check to cover another year." Mr. Hanna is always in the market to buy second-hand barrels and he always has a large supply on hand so that all orders placed with him can be handled promptly.

"JOURNAL" BEST IN ITS LINE

CANTON BARREL CO., CANTON, OHIO, second-hand tight and slack barrel dealers, says: "We are pleased to enclose check for subscription renewal. We must say that the JOURNAL is the best in its line of all the other papers we receive. You know we are dealers in second-hand barrels, tight and slack, therefore can make good use of the JOURNAL in our business. We are rather large dealers in slack barrels and we believe that demand in this line will increase in a few months."

PORTUGAL'S WINE INDUSTRY CALLS FOR LARGE COOPERAGE SUPPLIES

Consul General W. L. Lowrie, writing from Lisbon, Portugal, says:

As wine growing and exportation is one of the main sources of wealth of Continental Portugal, there has been always a large cooperage industry, located mainly in the districts of Lisbon, Vizeu, Santarem and Oporto. The materials for making barrels, staves and iron hoops have always been imported into Portugal—staves mainly from Germany before 1914, and during the war from the United States. Owing to conditions resulting from war there was a large export of Portuguese wines to France and a small import of staves. Austrian and Russian staves not being available, there was a great shortage of pipes, barrels and casks. Cistern cars were tried on the railways for transporting wine to France, but did not give expected results owing to their relatively small capacity and the slow freight service.

Standard staves are in 40, 44, 48, 56 and 60-in. lengths. Lately some staves of 54 in. have been received, but are not desirable. Staves from America and Russia are generally oak, those from Italy chestnut. The best known and most required staves are from New Orleans with two "spots" as mark. Owing to the high exchange rate for the dollar (6.06 escudos to the dollar), importation from the United States is difficult, and a fair amount of unsold staves is on the market.

Following are statistics on importation of staves for 1914, 1917 and 1919, values being given in the escudo for which present exchange rate is about \$0.165:

Iron Hoops.—Iron hoops for barrels of 150 gal. must be 2 1/4 or 2 1/2 in. wide; for casks, 1 1/4 and 1 1/2 in. Importation of iron hoops from the United States meets the same difficulty as staves, and importers are again looking to Germany for iron hoops; some have been imported already and still larger quantities purchased.

Prices and Wages.—Prices for casks of 26.5 gal. are

about 35 escudos; large barrels of 150 gal., about 350 escudos. Staves, according to length and quality, sell at 8 to 9.5 escudos each. Iron hoops are priced at about 1 to 1.5 escudos per kilo (2.2 lbs.). Skilled laborers are paid as much as 3 to 4 escudos for each small cask.

TEXAS BARREL PLANT WILL BE REBUILT

The Texas Barrel Company, of Houston, Tex., announces that it will rebuild its barrel manufacturing plant, recently destroyed by fire at a loss of nearly \$200,000. The new plant will be larger and more modern than was the old one.

GRAFTON STAVE AND HEADING CO. RESUME OPERATIONS

The Grafton Stave & Heading Company, of Pocatontos, Ark., has placed its plant in steady operation after a period of idleness covering several weeks. The plant is one of the oldest and most important industries of the city.

Tight Cooperage Stock Wanted

Always in the market for
White Oak, Red Oak,
Ash and Gum Staves
and Heading,
For Lard and Oil Tierces,
and Pork Barrels.

We also buy Slack Cooperage Stock

Quotations Solicited

Swift & Company

Cooperage Department
South St. Joseph, Mo.

UNION PACIFIC CUTS LUMBER RATE

Freight rates on lumber from the Pacific Coast to Missouri River points are to be reduced seven cents a hundred pounds as soon as the new tariffs can be checked and published, it was announced February 25th by Fred W. Robinson, of Omaha, Neb., freight traffic manager for the Union Pacific, who said this decision had been reached at a conference of railroad officials.

This equalizes rates with those on lumber shipped to Minneapolis and St. Paul from the Pacific northwest.

NEW JERSEY LUMBERMEN START "NOW IS THE TIME TO BUY" CAMPAIGN

The New Jersey State Lumbermen's Association, at the closing session of its convention at the Traymore, Atlantic City, February 24th, adopted a resolution calling for a State-wide campaign of advertising in newspapers to inform the public as to the fundamentals of existing lumber prices to prove to the public that prices have reached bottom. The drive slogan as adopted will be "Now is the time to buy."

IMPORTS IN JANUARY LEAST IN TWO YEARS

A shrinkage of \$66,000,000 in American export trade in January was reported February 25th by the Department of Commerce. Imports for the month fell off \$55,000,000 as compared with the December figures. Exports in January totaled \$655,000,000, as compared

with \$722,000,000 in January, 1920. The total of imports for last month, \$209,000,000, compared with \$474,000,000 in the same month a year ago, and was the smallest in any month since February, 1918. The trade balance in favor of the United States for January was \$446,000,000.

Imports for the seven months' period ending with January were valued at \$2,543,000,000, against \$2,708,000,000 in the corresponding period the year before. Exports in the seven months totaled \$4,638,000,000, compared with \$4,585,000,000 in the corresponding period.

"Love's Young Dream" is the winning title of the beautiful picture which adorns the 1921 calendar of the W. W. Wilson & Wrape Stave Company, tight stave manufacturers, of Little Rock, Ark. No one gazing upon the lovely maid, who sits so enraptured upon the shore of a moon-kissed lake, can do aught else than breathe a blessing upon the fair young dreamer and her dream of love. The calendar is particularly fine in tone, color and arrangement.

The G. W. Morningstar Cooperage Co., Elmhurst, S. C., will begin manufacturing slack barrels just as soon as their new plant, now in course of construction, is ready for running.

Reno, Minn., will have a new stave mill very shortly. John A. Long, it is reported, will operate the plant.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE.—Re-manufactured Barrel Machinery. The following machinery good as new:
One Oram bung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
One Strait tight barrel windlass
One Oram oil barrel trusser
One Oram crozing, chamfering and leveling machine, revolving heads.
One bung-boring machine made by the Cincinnati Cooperage Company
One Oram heavy flaring and punching machine
One Oram barrel-turning lathe
Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.

All machines in stock at Fort Wayne, Indiana.
NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE.—Hartman crozing machines and jointers; three styles, crozer separate, crozer combined with one jointer, and crozer combined with two jointers. New, fully equipped with countershaft and pulleys. Address W. L. SWARM, Millheim, Pa.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

FOR SALE.—A double end Holmes Chamfering and Crozing Machine in first-class condition. Price upon application. **MULKY SALT COMPANY,** Detroit, Mich.

STOCK FOR SALE

FOR SALE.—About 240 sets 20" white oak and about 300 sets 20" red oak heading. **AMERICAN BARREL COMPANY,** 297 Bridge Street, Salem, Mass.

STOCK WANTED

WANTED.—A quantity of sawed whiskey keg staves, 3/4" thick, running from 18 to 22 inches long, equalized. Address A. B. C. care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY WANTED

WANTED.—Second-hand hoop-driving machine, suitable to handle barrels ranging from 30 to 60 gallons. Give full particulars and price wanted in reply. Address "DRIVER" care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FINISHED PACKAGES FOR SALE

FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and tubs—275 to 4,000 gal. capacity.
Write for detailed list, prices and dimensions. Address **STONE HILL WINE CO.,** Hermann, Mo.

FOR SALE.—About 2,000 slack paraffin barrels. These barrels are a little larger than a sugar barrel and make a very good package for crockery. Also have about 5,000 18" kegs for quick sale. Address "SALES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

TIMBER LANDS WANTED

WANTED.—IN WEST VIRGINIA OR SOUTHERN STATES

10 to 20 million feet of virgin Hardwood Stumpage, mostly, or all, forked leaf white oak, on or near railroad or on good all year road to railroad. Should such timber proposition have on it already a saw mill or tight stave mill, would consider purchase of whole—both timber and mill.

Would buy in fee or stumpage only.
Write full particulars.
RAPP LUMBER CO., PINE BLUFF, ARK.

POSITION WANTED

WANTED.—Position as representative, on commission basis only, for an up-to-date slack cooperage firm of A-1 standing, to cover a limited territory in a large apple-producing section. Can furnish best of reference. Address "REPRESENTATIVE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Position as Superintendent of tight barrel stave plant making finished staves. Have thorough knowledge of stave manufacturing and can handle men. Address "F. A. L.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Position as Manager or Superintendent of tight barrel plant. Have practical knowledge of the business extending over many years. Reference A-1. Address "COOPER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Position with a keg-manufacturing concern, where experience and efficiency will count. Have had 15 years' experience on slack kegs, using all kinds of hoops; 2 years' experience with Wm. Glader riveting machines, also with nailing machines, and can keep all machines in order. Have set up kegs by foot treadle, averaging from 500 to 600 a day, and kegs by hand, averaging from 155 to 175 a day. Reference A-1. Address "CAPABLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

EXPORT OPPORTUNITY

Large firm of shippers, importers and exporters, with good cooperage connections in Great Britain, are open for a few good agencies for all kinds of cooperage stock and requisites. Address "EXPORT OPPORTUNITY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

EXPORT OPPORTUNITY

SWISS BUSINESS MAN, actually residing in Spain, knowing English, French, Spanish and German; thoroughly acquainted with business organizations; energetic and progressive, and with important relations with European Cooperage with company who requires an export representative with knowledge, ability and experience. Open to accept position in early spring. For particulars address "SWISS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

HELP WANTED

WANTED.—Foreman for our tight keg factory at Louisville, who understands handling men, setting crozer knives and making first-class kegs. Give reference and wages required. **LOUISVILLE COOPERAGE CO.,** 29th and Broadway, Louisville, Ky.

General Foreman Wanted

We want, at once, an intelligent and efficient young man as General Foreman in tight barrel factory, having a capacity of 3,000 barrels per day and employing 200 men. One with stave mill as well as factory experience preferred. Excellent opportunity. Only those thoroughly competent need apply. Address giving full particulars, reference, age, etc., **SUP'T. BARREL DEPT.,** Tide Water Oil Co., Bayonne, N. J.

SECOND-HAND PACKAGES FOR SALE

For Sale.—Used Casks.—Bargain
We have for sale approximately 475 large casks which contained Citrate of Lime—packages in poor condition, but could be knocked down and recovered. These containers are made of Italian chestnut lumber. Will sell at your price if you buy promptly. **THE WARNER CHEMICAL CO.,** Carteret, New Jersey.

PLANT FOR SALE

FOR SALE—COMPLETE HEADING MILL

One Heading Mill complete, in operation, with plenty of timber in sight. With trucks, horses and oxen. If interested write the **PLAINVILLE COOPERAGE CO.,** P. O. BOX 385, WASHINGTON, INDIANA.

BUYERS' DIRECTORY

BARREL MACHINERY		SLACK COOPERAGE STOCK (Manufacturers and Dealers)		SLACK BARREL STOCK (Manufacturers or Dealers)	
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The John S. Oram Co., Cleveland, Ohio.....	14-16	J. C. Penneyer Co., Chicago, Ill.....	6	J. C. Penneyer Co., Chicago, Ill.....	6
E. & B. Holmes Machinery Co., Buffalo, N. Y.....	15	J. D. Hollingshead Co., Chicago, Ill.....	19	E. Henning, Inc., Chicago, Ill.....	23
Himmler-Horner-Hartman Lumber Co., Cape Girardeau, Mo.....	22	Wm. H. Coleman Co., Jackson, Tenn.....	24	Southern Cooperage Co., New Orleans, La.....	23
Rochester Barrel Machine Works, Rochester, N. Y.....	15	Lucas E. Moore Stave Co., New Orleans and New York, I. F. C.....	24	J. D. Hollingshead Co., Chicago, Ill.....	19
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Rochester Barrel Machine Works, Rochester, N. Y.....	15	Harlan-Morris Mfg. Co., Jackson, Tenn.....	24	The Sandusky Cooperage and Lumber Co., Toledo, Ohio.....	4
Trevor Manufacturing Co., Lockport, N. Y.....	16	Sutherland-Innes Co., Ltd., Chatham, Ont.....	3	Arkansas Hoop and Lumber Company, Wynne, Ark.....	21
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Martin, Graham & Andersen, San Francisco, Cal.....	13	Trexler Cooperage Co., Allentown, Pa.....	23	American Steel and Wire Co., Chicago-New York.....	25
HEADING MACHINERY		TIGHT BARREL MAKERS AND BARREL STOCK		J. D. Hollingshead Co., Chicago, Ill.....	19
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Rochester Barrel Machine Works, Rochester, N. Y.....	15	Wm. H. Coleman Co., Jackson, Tenn.....	24	American Steel and Wire Co., Chicago-New York.....	25
Trevor Manufacturing Co., Lockport, N. Y.....	16	Lucas E. Moore Stave Co., New Orleans and New York, I. F. C.....	24	E. Henning, Inc., Chicago, Ill.....	23
Wm. Glader Machine Works, Chicago, Ill.....	16	Harlan-Morris Mfg. Co., Jackson, Tenn.....	24	Union Steel and Wire Co., Indianapolis, Ind.....	13
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A. M. WELTI & BRO.

Manufacturers of

Tight Cooperage

Milk, Oil and Lard Tierces
and Kegs

7832 Kinsman Road CLEVELAND, O.

L. E. MANKIN

Manufacturer and Shipper of

ALL GRADES OF OAK STAVES

3/4" x 18 to 34 inches

Your orders solicited, address

LEWISBURG -:- W. VA.

ARKANSAS HOOP & LUMBER CO.

Incorporated

WYNNE -:- ARK.

Manufacturers of

Coiled Elm Hoops

There may be some hoops as good as

ours but None Better. Give us a trial.

GEORGE H. SEAGREAVES

Manufacturer of

34' OIL BARREL STAVES

Shorts 24" to 30" long

Prompt Shipments

WILSONDALE -:- W. VA.

RICHMOND MILLS

Manufacturers of

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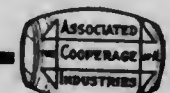
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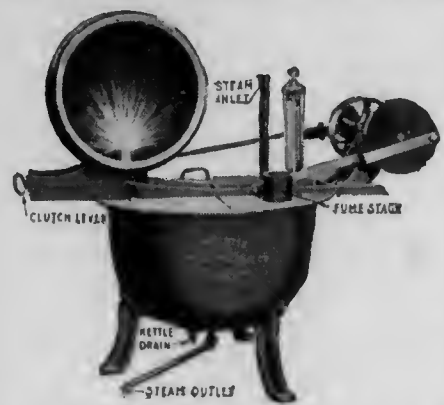
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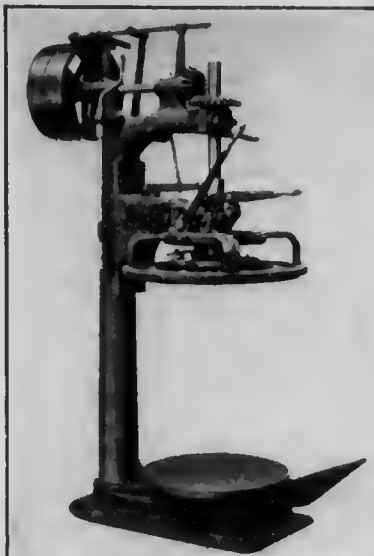


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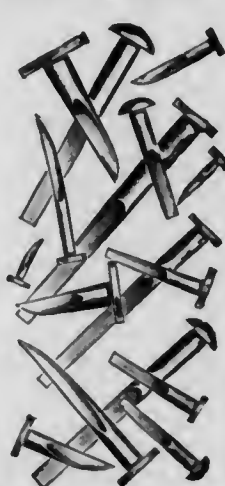
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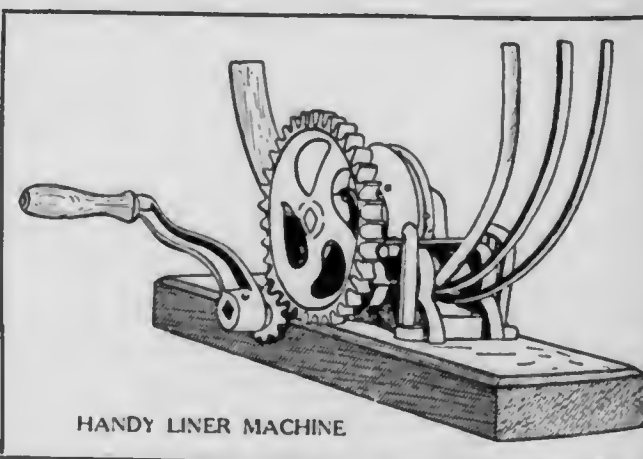


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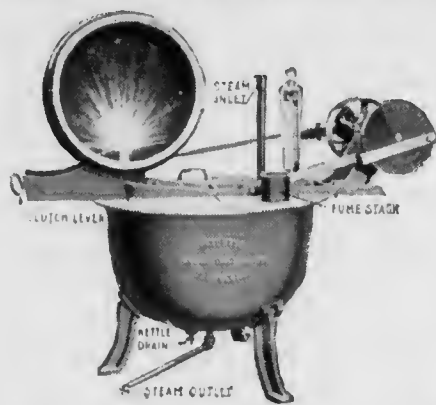
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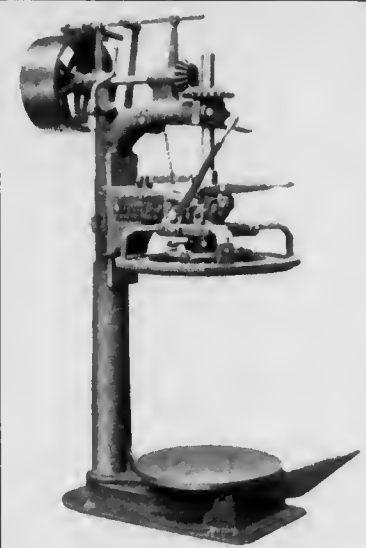


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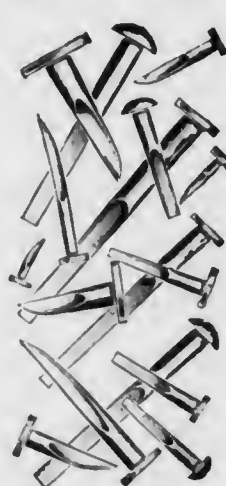
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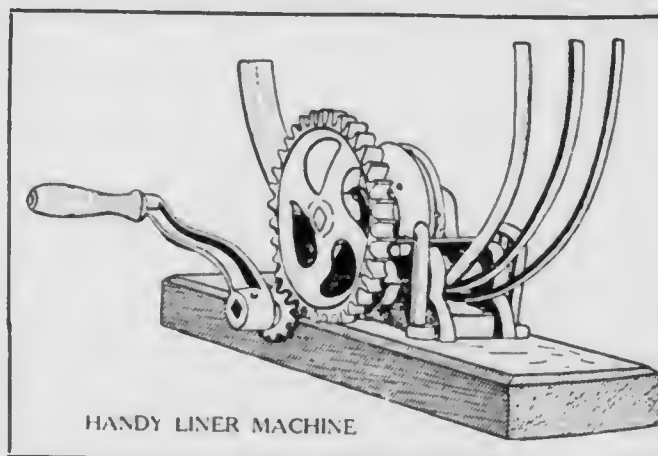


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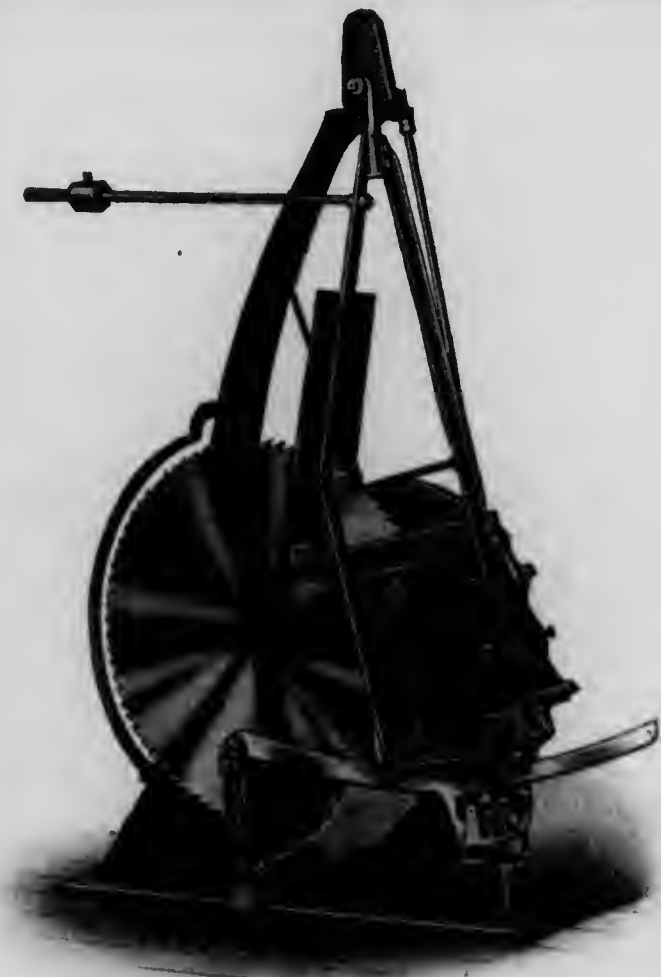
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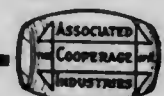
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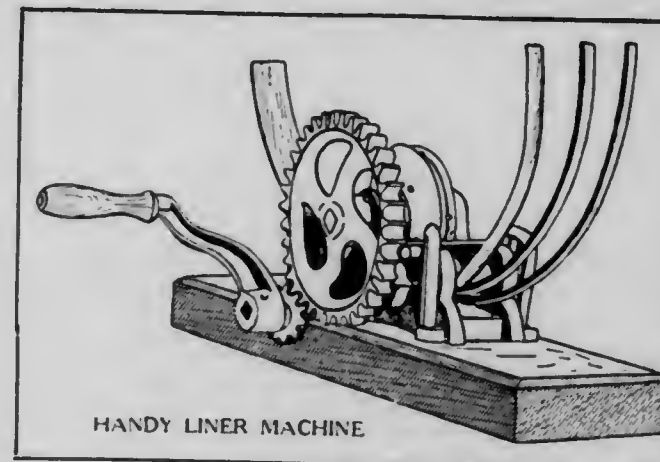
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The National Coopers' Journal

THIRTY-SIXTH
YEAR

PHILADELPHIA, APRIL, 1921

\$2.00 PER YEAR
VOL. XXXVI, No. 12

New Orleans Reports Summer Weather for Harvesting Crops, With Barrel Demand Heavy and Likely to Continue Indefinitely

Spring began here just after Christmas, the weather, with the exception of an occasional raw, wet day, has been fine ever since, and now it is summer. The weather has been so fine for harvesting the crops that shipments of winter vegetables have been unusually heavy, and, as the crops of spring vegetables came on some two or three weeks earlier than usual, the demand for produce barrels has been large and constant, and is likely to continue indefinitely.

The early crops that are commonly shipped in boxes and crates have also been large, so large, in fact, that the makers of boxes and crates have had trouble in supplying the demand. For this reason there has been no surplus of boxes thrown on the market, and no extra inducements have been offered to lead shippers to use boxes for any of the articles that should be packed in barrels, so, in spite of the vast numbers of boxes used, the coopers have not had to contend with any undue competition from that source.

Large Sugar Refineries Still at Work

The large sugar refineries are still at work, mostly on imported sugars, and the demand for sugar barrels is a little better than normal for this season. It is said that Cuba still has on hand, for export, some 40,000 tons of sugar, so this business will continue some time yet.

Now Is the Time for Sugar Barrel and Stock Men to Be Frank with the Refiners

Along in April Louisiana sugar men are usually figuring on what their crop is likely to turn out, and begin looking ahead for their supplies of containers, so this is the right and proper season for the makers and sellers of sugar barrel stock to be on the lookout for advance contracts. Some of these have already been looked, but in many cases the sugar men, while nibbling a little, are holding off, thinking that prices are likely to reach lower levels later on. They would be saved disappointment and annoyance if the cooperage men would take the trouble to give them the right dope, and set them straight on the matter of price. A little explanation as to the conditions under which cooperage stock is actually produced would do more good than any reckless price-cutting in anticipation of conditions that will never arise. Stick to your prices, and show the reasons why you do so.

No Let-up in the Demand for Petroleum Barrels
There is never any let-up in the demand for barrels for petroleum products, for the oil boom in this State is likely to outlast this generation.

Apropos of the Mexican Business Trip
On March 15th a trainload of New Orleans business men started on a tour of Mexico. The moment they crossed the border they became the guests of the Mexican Government. From all accounts the Oregon administration is acquitting itself nobly in the role of host, and is giving the tourists the time of their lives. They are not only seeing a glorious lot of fun, but are also doing some big business, and paving the way for more. If the proprietor of a dozen or so large stave and heading mills had been with them when they visited Tampico he could have sold the output of his plants for years in advance.

No Exchange Worries in Dealing with Mexico
Mexican banks are said to be in good condition, and, best of all, they have no depreciated paper currency, all payments being made in coin. You do not have to turn your whiskers gray figuring exchange when you do business with Mexico.

Although Labor Market Is Somewhat Overstocked, Good Coopers and Stave and Heading Men Are in Demand

Here in the city, where a few months ago manufacturers could not get help at any price, they are overwhelmed by applicants for employment. Out in the country the change has not been so great, but even there the labor market is somewhat overstocked, though it is still pretty easy for good coopers and good stave and heading men to find jobs.

"Gitters Out" of Staves Are Prospering

The long-continued good weather has been a great help to mill men, and to the "gitters out" of staves, and they are all prospering.

The Export Trade

The records of this port would seem to indicate that the stave export business has about gotten back to normal, pre-war proportions. In 1913 the exportations of staves amounted to 91,369,114 pieces. During the war exportations sank to low ebb, but in 1919 the volume had risen to 81,657,792, while in 1920 the amount increased to 82,583,710 pieces. This would seem to indicate that the stave export business was approaching reasonably near normalcy, but out on the river front, in the section where the stave yard is the most prominent feature in the landscape, the men on the job say that the figures are misleading.

Slack Export Trade Normal—Tight, About 75 per cent. as Large as Pre-War Trade

In the port records staves are simply staves, and the cheapest slack barrel stock and the most costly of heavy oak staves for great wine casks are all lumped together as "staves." These men analyzing the figures in their own way, say Spain, Portugal and France buy so few slack barrel staves that it may be said that almost all staves exported to those countries were tight staves, for wine. On the other hand, countries like England, Scotland and Holland, not to mention Latin America, use many slack and but few tight staves, and so the staves exported to those countries must have been chiefly slack. In this way they figure out that while slack barrel exportations have become normal, the export business in the more valuable tight staves is, as yet, only about 75 per cent. as large as it was before the war.

Improvement in Labor Conditions Will Help Tight Export Trade

It is probable that the delay in the comeback of the tight stave export business has been largely due to the scarcity of labor, and with the change in the labor market, now so apparent, the exportation of tight staves will grow rapidly in volume.

Direct Reports on the New Orleans Trade

The Southern Cooperage Co. has been doing an enormous business. The Louisiana Cooperage and Manufacturing Co. is doing well, but still has room for more orders. The John G. Moll Cooperage Co. is filling orders daily, has a good supply of stock, and is still in the market to both buy and sell. N. J. Long has enjoyed a flourishing trade. Beck & Jones are prospering. John Heyd has no fault to find with conditions. The big keg factory of the Lucas E. Moore Stave Co., at Southport, is active, as usual. The Brooklyn Cooperage Co., at Chalmette, does not know what a dull day is. Philip Hirsch is always busy, mostly on syrup and molasses barrels. The Union Stave Co., with mills at Gretna, just across the river, but with offices in the Whitney-Central Building, this city, has had an unusually prosperous winter. Patrick Francis Killilea is actively rounding up second-hand barrels, and starting them out on new careers of usefulness, and the brisk competition of some dozen other shops keeps him from feeling lonesome in this business. The New Orleans branch of the Ozark Cooperage and Lumber Co., active the year round, is now busier than ever. The big Chickasaw shop at Gretna finds that, in spite of reports to the contrary, there are still cottonseed products that require containers.

APPALACHIAN LOGGING CONGRESS WILL MEET

The Appalachian Logging Congress, composed of concerns which log or cut logs into lumber, with headquarters at Knoxville, Tenn., has announced that the semi-annual spring meeting of the organization will be held at the Sinton Hotel, Cincinnati, April 28 to 30.

Members are composed principally of large lumber mill men of Kentucky, West Virginia, North Carolina and Tennessee. George N. Delaney, of Williamsburg, Ky., is a member of the executive committee.

MOBILIZATION OF BUSINESS MEN TO DEVELOP FOREIGN TRADE

One of the earliest and most encouraging reports to come from Washington was to the effect that President Harding has approved a course of action which may mean more for the prosperity of America—its business revival and permanent development—than anything which has happened since the close of the world war.

American business men are to be mobilized through their trades and industries. The report referred to says:

"The Government is again to render a measure of co-operation with private business which made possible during the war the building up of a huge export trade, but which since then has been allowed to lapse.

"Thorough discussion by President Harding and his Cabinet of plans which will be largely in the hands of Herbert Hoover, Secretary of Commerce, has led to the conviction America must have foreign markets as the way out of her industrial and agricultural depression, and the Government must adopt somewhat the same attitude of helpfulness toward private business as European Governments are adopting.

"Secretary Hoover will call to Washington the representatives of all trade industrial bodies. All who have anything which can be sold abroad—will be summoned in an effort to bring about an agreement in each industry, so as to benefit the whole trade. The establishment is contemplated of American export houses abroad. The trouble about the whole problem of foreign trade has been that American firms have not been permitted to combine or have been unwilling to do so because of competitive conditions on this side of the Atlantic.

"The effort of the United States Government will be to procure combinations, not in the restraint of individual trade, but in promotion of all American trade. The Government of Great Britain, for instance, says to its merchants: 'You, of course, do not know the credit standing of the merchants in Czechoslovakia; through our Government agencies we can find it out and take the risk—go ahead and trade with Czechoslovakia and we will back you up.'

"Under such conditions the European merchant has his Government back of him. The new plan of the Harding Administration, just approved, is to put the United States Government back of the merchant and the farmer, and, of course, the exporter. To do this there must be the closest kind of co-operation between trade organizations and the units of American industry. There also must be financial co-operation.

"While the Harding administration means to use the War Finance Corporation in this project, it is really intended private corporations organized under the Edge law shall be the basis of the export effort.

DECREASE IN 1920 EXPORT OF STAVES

Export statistics show that the staves shipped to the British West Indies in 1920 numbered 4,041,262, valued at \$167,464, which represented a quantity decrease of almost one-third from the exports of this commodity in 1919. The shipments of staves to the French West Indies also decreased last year, the quantity of 445,199 sent in 1920 being 26 per cent. less than the 1919 figure, and the 1920 value of \$50,953 showing a reduction of 49 per cent. from the value of this trade in 1919. Cooperage, in the statistics mentioned, appears as the most important item in the French West Indies trade, where the islands of Martinique and Guadeloupe are the principal markets of the group.

ASSAULTS FREIGHT RATES

High cost of transportation is one of the most vital factors hindering business readjustment. John W. McClure, president of the National Wholesale Lumber Dealers' Association, declared at the opening of the annual meeting of the organization at Chicago, Ill., March 29th.

"In spite of this fact," Mr. McClure said, "the lumber industry occupies the strongest position of any of the basic industries."

Four hundred lumbermen were at Chicago for the meeting.

Louisville Reports Cooperage Interests Have Production Situation Well in Hand. Inquiries are Numerous, Foreshadowing Good Future Trade

Louisville cooperage interests are finding business very dull just now, but believe that before long buying will be resumed on a better basis than it is today, which will aid somewhat. While a good many barrel plants are running spasmodically, just a few days now and then some others are operating about thirty per cent. of capacity, with reduced forces. Production of staves and heading is practically at a standstill. Very few mills producing either tight or slack staves and heading are operating at the present time, as there is no immediate demand for material. Fair stocks are being offered, but production costs are still too high to take chances with. Labor is slowly working lower as a result of jobs being scarce and a good many men out of work.

Labor Situation Will be Greatly Improved When Stock Mills Are Ready to Resume Full Capacity

In eastern Kentucky the stave mills are generally down, but the labor situation will be much easier when they resume operations due to the fact that the coal industry is at a standstill, and there is not much prospect of the small mines, which used unskilled labor, doing much work this season. Big breaks in prices of crude oil have caused thousands of men to be released in the oil fields, and the lumber mills are only operating spasmodically.

Prices on barrels as well as cooperage stock worked lower during the month, and it is beginning to look as though the bottom has about been reached. A few cooperage men who were contending that anything under \$5 for an oil barrel represented suicide, and who fought all efforts to cut to \$3.50 a barrel, now find that the actual markets are around \$3 for oil barrels.

The Tight Barrel Market

The latest quotations available on tight barrels show red oak oil barrels, \$3; wine, \$5.50; white oak, \$3.25; gum, \$2.50; thirty gallon half barrel, oil, \$2; spirit, \$3; new kegs, mixed red and white oak, 5 gallons, \$1.05; 10 gallon, \$1.35; 15 gallon, \$1.75; 25 to 30 gallons, \$2. Second hand cooperage is worth what can be had for it, it being virtually on the auction block, although used clean barrels, such as whisky and alcohol barrels, are scarce, as there has been very little whisky bottled for some weeks past. It is impossible to ascertain prices of used cooperage today, as the range is wide, and with a new oak barrel selling at \$3, conclusions can be drawn on the price of second hand stock.

The Tight Stock Market

The tight stock market is not easy to figure, as sales have been very light, and no reasonable offer on staves or heading would be turned down by the producer. Nominal quotations show white oak staves at \$75 to \$80 a thousand, but these could probably be shaded materially. Red oak broke \$5 a thousand and is quoted at \$60 to \$65 a thousand. Red oak circled heading is quoted at 50 cents a set; white oak, 55 cents.

It is held by some of the tight cooperage manufacturers that many of the big consumers of barrels are down, or operating on a very limited basis, resulting in small consumption, and in their running out stock on hand to a minimum before placing new orders. A few inquiries are coming in, but not many orders are developing. However, prohibition regulations have been eased a little, and the outlook is said to be a little better. A few distilleries are making limited quantities of corn whisky, and there have been a few barrels sold to distillers lately.

The Slack Barrel Market

The slack barrel market also went lower during the month and should now be close to rock bottom for the time being, considering labor costs and increased freight rates on material. Produce barrels are now quoted at around 70 cents; flour, 90 cents; sugar sized produce, No. 2 cooperage, 85 cents; No. 1 sugar barrels, \$1.10; salt barrels, \$1; cement barrels, 70 cents; lime, 70 cents.

The outlook in the slack barrel line is a little better than it was. A little Southern sugar barrel business has come in, and lime business is picking up. Produce trade will undoubtedly improve within a few weeks. The flour millers are also buying very little.

Flour in Wood vs. Flour in Cotton and Paper

New flour package differentials, as adopted March 19, by the Millers' National Federation, show that flour in wood is selling at so much over cotton that it is easy to see why flour in wood is selling so slowly.

These differentials as quoted in a card just sent out by the Ballard & Ballard Co., millers of Louisville, were as follows:

Flour Package Differentials

The "Basis" is 98 lb. cotton sacks.
Other packages are:
196 lb. wood, 90c. over basis.
98 lb. ½ wood, \$1.50 over basis.
140 lb. jute, 5c. under basis.
96 lb. cotton, 15c. under basis.
48 lb. cotton, same as basis.
24 lb. cotton, 20c. over basis.
24 lb. paper, 5c. over basis.
12 lb. cotton, 40c. over basis.
12 lb. paper, 20c. over basis.
6 lb. cotton, 80c. over basis.
6 lb. paper, 50c. over basis.
Whole barrel "covers" 20c. per barrel additional.
One-half barrel "covers" 25c. per barrel additional.
Where buyer furnishes sacks, agreed credits shall be allowed for value of sacks.

Differentials adopted by Millers' National Federation, effective March 19, 1921.

Railroads Wage Difficulties Hamper General Readjustment

It is held by employers of Louisville that the unprecedented prices paid to railroad labor, and the inability of the railroads to reduce wages under existing conditions, is making it very hard for other employers to cut wages. As long as carriers are paying top wages it results in general labor feeling dissatisfied with cuts even where living costs have been reduced. In the meantime the railroads unable to handle their own affairs cannot get operating costs down, this resulting in continued high freight rates and reduced territory that can be handled in competition.

What Real Co-operation Will Do

One Louisville employing company in the wood-working line recently cut wages of all employees twenty per cent. and cut its officers fifty per cent., calling its employees into a conference and telling them candidly that the company was unable to secure enough business in competition with other similar companies to run more than two or three days a week, but with lower operating costs it would be able to secure business and operate five days a week, if not six, which would enable the concern to employ more men and give them fuller payrolls than under part time. Attention was called to reduced living expenses, and the men took the cut without complaint, not a man leaving the organization, due in part probably to the fact that many other plants were laying off men, and jobs were scarce. Another concern which had heavy stocks on hand, and did not need production, cut its men thirty per cent., telling them that it was a case of reduce or close down, and the men could take their choice. They elected to work, whereas less than eighteen months ago they struck over a ten per cent. increase demand.

Shipping In Indiana Made Easier

Shipping into Indiana is made easier by the lifting of intrastate freight rates applying in that State, by action of the Government, in supporting the Interstate Commerce Commission. Prior to this shipments were moving in Indiana on a basis of ten per cent. over the general advance of last summer, as against a 33½ per cent. advance from points south of the Ohio, and 40 per cent. in adjoining States north of the Ohio, all of which took interstate rates. Now Indiana rates are on the interstate instead of intrastate basis, which is forty per cent. higher than rates applying before the general freight increase of last summer, which enables concerns outside of Indiana to again enter competition for Indiana business.

As to Reduction in Freight Rates

J. S. Thompson, of the Louisville division of the Southern Hardwood Traffic Association, and several Louisville men attended the conference at Memphis on March 15, between railway officials and the lumber interests. At this conference it was shown that railroad heads realize that present rates are killing long hauls on cheap lumber, but claim that in view of reduced income as a result of reduced freight movement, income was not increased by the freight advances, and with the carriers unable to handle their own wage scales, it is impossible to reduce any rates at the present time.

L. C. Hollingshead Finds Trade Outlook Better

L. C. Hollingshead, of the J. D. Hollingshead Co., Chicago, was recently in Louisville for a couple of days visiting the local office, following a swing around the eastern district. He reported the outlook as somewhat better.

Paul L. Dysart, Jr., Active At Louisville

Paul L. Dysart, Jr., son of the vice-president of the J. D. Hollingshead Co., Chicago, recently took charge of the Louisville division, having had former experience with the Chicago office, and also the plant in Thebes, Ill. Mr. Dysart has made a number of improvements in the plant and has started an active campaign for new business. He succeeded W. H. Henry, who had been in charge of the plant since it was purchased following the death of Joseph Dreidel. Henry, some years ago, was in the Smith-Henry Cooperage Co., of Louisville, now the Smith Cooperage Co., operated by D. H. Quigg.

Louisville Cooperage Co. Reports Inquiries Are Numerous

Business with the Louisville Cooperage Co. continues quiet, there being only a fair amount of activity at the best, orders being principally for small amounts and not especially numerous, although numerous inquiries are being received.

BIG UNITED STATES OIL-STOCK GAIN

Petroleum stocks in the United States increased 7,500,000 barrels during February, according to Geological Survey reports given out March 30th. Domestic production averaged 130,000 barrels a day more than a year ago, though imports fell 19,000,000 barrels under the December total. Consumption was practically stationary, and total stocks on hand February 28 were estimated at approximately 132,000,000 barrels.

During the month 35,112,000 barrels were produced in the United States and 11,384,000 barrels imported, chiefly from Mexico, making an available total of 46,496,000 against a February, 1920, total of 38,689,000 barrels.

COAST OIL FIGHTS CONTROL BY STATE

Late report from San Francisco, Calif., is to the effect "that since shortage of gasoline last summer an effort has been developing to place oil companies under jurisdiction of the State railroad commission; and to make them public utilities and public carriers.

"At first officials of the oil companies paid very little attention to it. Lately, with the California Legislature in session, several bills have been presented with this aim in view. Early in March it was reported that the oil companies had everything their own way. The committee on public utilities shelved the bills.

"The apparently dead measures have, however, suddenly come to life. Oil men are flocking to Sacramento. All kinds of arguments are being used against making oil companies public utilities. One is that such a change would deprive counties of a large revenue. The county assessor of Kern county says he would lose the taxes on oil properties with an assessed valuation of \$53,000,000."

OIL PROSPERITY PREDICTED

Increased prosperity in the oil business was predicted by speakers March 23d before the annual meeting of the National Petroleum Congress at Kansas City, Mo.

Lester Colby, of Chicago, said many retailers and jobbers had been holding off buying gasoline, hoping for further reductions in the price of crude oil. These dealers, he said, now fear a possible gasoline shortage next summer and were flooding the refineries with orders.

NEW TURPENTINE PLANT

A \$12,000 turpentine plant is soon to be placed in operation at Register, Ga. It will be another operation of the Metter Naval Stores Company, of which E. J. Register is the president. The company has purchased several thousand acres of excellent pine for the new plant.

HIRSCH COOPERAGE INCREASE CAPITAL STOCK

Our esteemed advertisers, the Hirsch Cooperage Company, of Houston, Tex., has amended its charter to show an increase in capital stock from \$150,000 to \$200,000. This makes the company one of the largest manufacturers of tight cooperage and shooks in the State. The Hirsch Cooperage Company operates a magnificent plant at Houston.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

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Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

PUBLISHER'S STATEMENT

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(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this twenty-ninth day of March, 1921.

H. DARRACHT MACKENZIE,

(Seal) Notary Public.

(My commission expires April 1, 1923.)

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Henry Siemon & Sons, Philadelphia, Pa.

LET US KEEP FAITH

Steadfastly facing the future the American business man should be unafraid and undismayed no matter what confronts him, since if we all as a people and as subscribers to that larger world vision—the welfare and justice of humanity as a whole—keep faith with that vision, naught but the highest good can come to us either as individuals or as a nation. The great, perfect and infallible law of the universe, "As ye mete so shall it be meted unto you, full measure, heaped-up, pressed-down and running over," holds no single man nor mighty nation exempt. The thoughts and deeds of today unerringly forecast the fruit of tomorrow, and as we plan our course so must we run it. With the world as a perfect whole and with every nation, regardless of race or color, strength or weakness an integral part thereof with full rights to act their part in the scheme of life, the time for international thinking is here and this method of thinking is easy by the simple remembrance that "God made all nations of one flesh and blood." Life is an infinite thing, and no matter in what groove it runs its living by the Golden Rule is still the only way by which lasting results can be obtained or by which unflinching progress can be made. Therefore, let us keep faith with our highest ideals. Let us look up continuously, for as we look up we shall mount up and, mounting up, we shall pass over any and all seeming obstacles that obstruct our onward march.

SIXTH ANNUAL MEETING

The Associated Cooperage Industries of America

PLANTERS HOTEL

St. Louis, Missouri

May 3d, 4th, 5th and 6th

JOT THESE DATES ON YOUR CALENDAR

Prepare Now to be on Hand

Boost the wooden barrel—not some time, but all the time.

No need to worry about the past. With the present well in hand the future can do naught else than fulfill what the present optimism and business confidence forecasts.

"How to Distribute Overhead Expense in Good and Bad Times," is the latest bulletin to be issued by the Fabricated Production Department of the Chamber of Commerce of the United States. It appears in this issue. Read it.

The flour package differentials as adopted March 19th by the Millers' National Federation, and which differentials are set forth in our Louisville correspondence in this issue, should receive careful reading by all our cooperage and cooperage stock manufacturers.

A country-wide campaign has been inaugurated by the National Association of Credit Men, New York, for concerted action in dealing with demands of foreign importers, particularly those in Latin America, for outright cancellation of orders, indefinite extensions and unreasonable discounts.

This is the last number of our 36th volume. With its May issue the JOURNAL enters upon its 37th year of labor in the cooperage field. No, we are not going to celebrate our 37th anniversary in any special way, but to any of our good friends who may feel like doing so the way is open and we may say that the occasion is fraught with mighty fine opportunities at that.

Our New Orleans correspondent suggests that now is the time for sugar barrel and stock men to be frank with refiners, especially with those who are holding off for lower prices, remarking that "a little explanation as to the conditions under which cooperage stock is actually produced would do more good than any reckless price-cutting in anticipation of conditions that will never arise."

More and more does trade association membership pay, since more and more is business being considered and guided as a collective unit rather than as an individual effort. Therefore, the manufacturer or business man who is without the membership fold of his particular trade or business association is out of touch with the very force and power that makes for increased progress, success and prosperity.

If there is a single member of the cooperage industry, whether an Association member or not, who fails to be on hand at St. Louis May 3d, 4th, 5th and 6th, he will be missing a convention that will mean more to him than any one yet held. The present time, with its prevailing trade conditions, both present and prospective, should press upon our trade as a whole to such an extent that the "come, let's reason together" call of Secretary Kraftt should not go unheeded by any.

From glorious midsummer to sleety and cold winter, and that, too, within a period of minutes—the date of transition being March 28th—not only served the fruit and vegetable crops badly throughout the country, but mere man, who had shed his fur wrapping, also was

blighted and bitten in many instances. Full reports as to the damage done to fruit and vegetable crops were not available at time of going to press with the April JOURNAL, but hopes are expressed that the high wind accompanying the late March storm may have been a protective agent in some measure.

All of those members who are perplexed as to what to do with the bunch of stationery which they have bearing the old Association trade mark, want to walk right up to Secretary Kraftt just as soon as they arrive in St. Louis for the May Annual, and tell him their troubles. We do not think any will find him unmindful of the fact that paper is still paper—and printing too. Therefore, the working off of their stock on hand means something. Further, better all be on hand early at St. Louis, for there sure is going to be doings at the Planters' Hotel, May 3d, 4th, 5th and 6th.

Walter C. Hartman, President of the National Manufacturing Co., Detroit, Mich., who is at present on a western trip, advises that he has had an opportunity of examining a substitute package—a paper barrel—and just how this substitute, which is recommended as an excellent container for vegetables, lime, cement, nails, bolts, crackers, biscuits, bottled goods, cereals, flour, sugar, glass, etc., stands up under the experienced testing hand of a cooperage man, is graphically set forth by Mr. Hartman when he says: "The head is of paper, and a light steel hoop is used on both ends. It, however, lacks the one great principle of the barrel made from wood—leverage. A comparatively light pressure on the top of the barrel starts a collapsing process that prompts one to discontinue the test for fear of destroying the package simply by hand pressure. Enough said."

One of the most important surveys yet made was the recent one covering national advertising, and while the statistics gathered as to the truth that "advertising pays big" is in no way a matter of surprise to those who have proved this truth, the final summing up of the survey should, however, and undoubtedly will, act as a light of far-reaching extent in showing the non-advertising manufacturer and business man the hard road ahead if unprepared by the sales heaven of advertising. The summing up says: "The figures we have gleaned from the present survey show conclusively that no concern can hope to enter the national field without making a substantial advertising appropriation. Figures do not lie and the sales jumps that have followed large advertising campaigns speak in a language that cannot be mistaken. Rather than reduce their appropriations at this time, many are preparing to increase them. They realize that the artificial war conditions have disappeared and that now the time has come for intensive selling. A great revival of business is scheduled to start in April and advertising campaigns are being prepared to meet this revival."

WHEN STOCK MANUFACTURERS BASE QUOTATIONS ON REAL PRODUCTION COSTS A HEALTHY TRADE WILL RESULT

SAYS C. M. VAN AKEN

There is not much to be said that is not generally known in regard to the cooperage situation in this locality at the present time. This is a buyer's market, beyond the shadow of a doubt; cost of production does not enter into the situation now any more than it did when hoops were selling for about \$80.00 per 1,000. When hoops were selling at that abnormal and unnecessary price there was a general feeling among the manufacturers that it was wise to get all that the trade would stand and now the feeling seems to be one where it is desirable to get the business at any price the consumer is willing to pay. In both cases, the cost of production apparently did not and does not enter into the situation.

All the barrel manufacturers are buying stock as they want to use it, negotiating separately for each car. Many of us find that at the end of each month we have done a normal amount of business, but we never know one day what we are going to do the next. When a barrel maker lets it become known that he is in the market for a car of any kind of cooperage, he is often so deluged with cooperage quotations that he is disgusted.

The writer was amused a few days ago when conversing with a customer who makes a special size barrel for which the material must be made upon order to find him in the class just referred to. It became known that this concern was in the market for some cooperage. Immediately letters began to pour in his office quoting him prices on everything from a Nail Keg to an English Island Hoghead. The correspondence was handled very much the same as he would

handle circular letters and he was out of patience. This case will, however, demonstrate the attitude of the coopeage people at the present time. Such a flood of quotations does two things—it has a tendency to annoy the purchaser and also to make him feel that he can get a gold dollar in the coopeage game for 25 cents. This does not tend toward a healthy business. How the present condition is going to continue requires a better man than the one writing, but it is obvious that it will continue until something takes place to relieve the anxiety of the seller.

PRESENT BUSINESS FAIRLY GOOD—APRIL WILL SEE MUCH IMPROVEMENT, SAYS NATIONAL MANUFACTURING CO.

We find business fairly good, much better than during the last thirty days. The demand being principally for No. 2 and mill run staves and heading, but we notice lately a marked improvement in the demand and inquiries for No. 1 stock which is indeed pleasing since the No. 1 items have been dull for the last three or four months.

With the coming of the spring business, the demand will no doubt be much better and we look forward toward doing a much better business during the month of April, as coopers begin to realize that the coopeage industry as a whole has readjusted its business to practically a pre-war basis and that very little reductions from present levels can be expected. On the other hand some items may advance.

GENERAL BUSINESS THROUGHOUT THE COUNTRY IS BEGINNING TO MOVE FASTER AND COOPEAGE TRADE WILL JOIN THE PROCESSION, SAYS JAMES INNES

March 10th completed the winter logging in the North. Since then the woods have been swamps, the brooks torrents, the roads impassable, and spring flowers have commenced to bloom.

Stocks of logs and bolts at the mills in the North, both in Canada and the U. S. A., vary from practically no stocks at all to full stocks in the Eastern and part of the Northern mills. The southwestern part of Canada, Ohio, Indiana and part of Michigan had an open winter without sleighing or good roads for trucking. Therefore the stocks in the North are away below the average, and production will be light.

Buyers are not yet very eager to contract for the season, as prices are hardly stabilized, but some of them are beginning to realize that bottom prices have been reached, and are securing their future requirements. Prices are merely nominal, as while most responsible manufacturers hesitate to book ahead at prevailing prices, some dealers have to unload to get money, and are offering some apparent bargains.

General trade throughout the country is beginning to move faster, and undoubtedly coopeage stock will join the procession before long, when the market will steady.

The exchange situation still has a retarding effect on the export market, and sales are only being made to cover immediate necessities.

The outlook is much better than a month ago, for a normal business.

F. F. KESSEL AGAIN WITH NATIONAL MFG. CO.

Advice from Vice-President Frank M. Scherer, of the National Manufacturing Company, Detroit, Mich., is to the effect that F. F. Kessel, who discontinued with them for a short period to engage in the manufacture of coiled elm hoops, has resumed his old position. The return of Mr. Kessel gives the "Best Stock" manufacturers one more traveling representative, and there is no doubt but that the many friends whom Mr. Kessel has throughout the trade will welcome him in his old line.

Late direct news from President Walter C. Hartman, of the National Manufacturing Co., from Los Angeles, Cal., is that his coast trip will be prolonged somewhat. Mr. Hartman, under date of March, advises that he and his family will be at Los Angeles and Del Monte for about two months. That Mr. Hartman is ever alive to business and trade conditions covering the same, no matter where he is or on what mission bent, is plainly demonstrated by his report from the coast, which appears in this issue of the JOURNAL.

LOCATING HEADING TIMBER

The timber crews of the Hope Heading Company, Hope, Ark., have been moved from the Little River bottoms, near McNabb, to Hartman, La., where the company will secure timber for its heading plant.

Fourth Meeting of the Second-Hand Barrel Group Held at Hotel McAlpin, New York, March 24

A well-attended and very successful meeting of the Second-Hand Barrel Group of The Associated Coopeage Industries of America was held in the Blue Room of the Hotel McAlpin, New York, on Thursday evening, March 24th. The National Chairman, Mr. William E. Cooper, and Vice-chairman J. A. Warnock presided.

Chairman Cooper in his opening remarks thanked Mr. Warnock and the other local members who acted as hosts, for the fine manner in which all the members present were taken care of, due emphasis being laid on the wonderful dinner served to them.

Classification Committee

A report of the classification committee furnished by Mr. J. Stewart, Jr., of Stewart & Son, Philadelphia, was read and discussed. Final adoption was delayed awaiting a complete report from the Western Committee at the May meeting in St. Louis.

Slack Barrel Committee

A report of the Slack Barrel Committee was furnished by Mr. Heydt and will be presented for adoption at the May meeting.

Re-Classification of Weight of Oil Barrels

This matter was taken up in detail, and the correspondence pertaining to the application which has been thoroughly and well handled by W. S. Grier, of the Enterprise Coopeage, Philadelphia, was read and discussed. It was adopted that as many members as possible attend the hearing before the Official Classification Committee, time and place to be supplied by the chairman at a subsequent date. In this connection there will be a meeting held in the office of the Official Classification Committee, Room 408, No. 143 Liberty Street, New York City, on April 18th, and it is the earnest request of Chairman Cooper that the members present themselves in a body to plea for the establishment of a 75 lb. rate on M. T. oil barrels, instead of actual weight, which now governs.

Annual Meeting in St. Louis, May 24, 3d, 4th and 5th Attendance at the coming annual meeting in St. Louis

in May was discussed and Chairman Cooper urged all present of the importance of attending this meeting, especially in view of the present conditions. It was suggested that inasmuch as a large delegation of the Eastern members of the Group would attend the meeting, that private cars be engaged. The suggestion was acceptable to all and will be acted upon.

Members in Attendance at the New York Meeting

Those present at the New York meeting were: Henry Leihowitz, American Coopeage Co., Brooklyn, N. Y.

James H. Farmer, James H. Farmer, Brooklyn, N. Y. Samuel Toporosky, Samuel Maslow, Toporosky & Maslow, New York.

Wm. F. Schwalb, F. Schwalb's Coopeage, Brooklyn, N. Y.

Fred Biers, Warnecke & Biers, Weehawken, N. J. Stephen Jerry, E. K. Walker, Stephen Jerry & Co., Brooklyn, N. Y.

J. A. Warnock, J. J. O'Connor, Inc., Jersey City, N. J. R. F. Norton, United States Coopeage Corp. John Comolly, Wm. Vonderleith, Andrew Ebersberger, John Comolly, Inc., No. 610 Monroe Street, Hoboken, N. J.

T. A. Connor, M. Connor & Son, Jersey City, N. J. Chris. Heidt, 2d. C. Heidt & Son, Jersey City, N. J. James Cosgrove, Angelo Bartoli, J. & B. Cosgrove's Sons, Jersey City, N. J.

H. J. Van Beck, Awon Coopeage Co., Inc., Brooklyn, N. Y.

B. Klausner, S. Klausner & Sons, Cleveland, Ohio. R. A. Cabrey, General Coopeage Co., Philadelphia. I. Sukonik, Sukonik Coopeage, Philadelphia.

1. M. Weiner, I. Kalman, Southwark Coopeage, Philadelphia.

J. Stewart, Jr., Stewart & Son, Philadelphia.

H. O'Donnell, Hugh O'Donnell, Philadelphia.

T. Gahagan, Est. James Gahagan, Philadelphia.

P. H. King, P. H. King, Philadelphia.

W. E. Cooper, Enterprise Coopeage, Philadelphia.

M. Fisher, Philadelphia Coopeage, Philadelphia.

Widespread Optimism and Confidence Marks Present Business Situation, Says Archer Wall Douglas

The widespread optimism and confidence that marks the present business situation is founded upon a knowledge of the inherent strength and soundness of the nation's economic structure, Archer Wall Douglas, chairman of the Committee of Statistics and Standards of the Chamber of Commerce of the United States, declares in his monthly review of business conditions in *The Nation's Business*.

"Nothing is more significant and encouraging at this time," he says, "than the belief in many quarters that better conditions will prevail as the season advances. As a natural consequence of this growing cheerfulness there is actually more business being done today, both materially and mentally, as it entails the buying of seasonal goods.

"A general decline in prices is realized to be the only way out of the existing unnatural situation, and while it is a painful process, it is none the less essential. The sooner it is over, the sooner we shall arrive at an enduring basis.

"The almost forgotten slogan 'back to the farm' is being heard once again. This means that farm labor will not be so scarce as a year ago, nor will the hired man command such high wages. Also it now seems very sure that there will be such acreage of staple farm products as last spring. For there is not the same incentive. Nor will the cost of production be so great. Thus the farmer's problem of the relation of his cost and selling prices seems likely to be solved by supply matching itself with demand. Decreased production will ultimately tend to bring about higher prices, while decreased cost of production insures a better margin of profit. This is the way the natural laws of trade take care of such problems.

"Resumption in industrial life is usually accompanied by reductions in wages. Farmers are gradually selling their products as they find a demand, or as necessity compels. Movements of corn and wheat are larger than generally supposed.

"There is a steadily growing interest in the European situation as the conviction deepens that there can be no permanent nor lasting prosperity in this country until the political and economic status of Europe is upon a firm basis. In every productive activity in the

United States of great moment we produce more than the domestic demand can possibly consume. So we must needs find a market for this surplus if production is to continue on an efficient and economic basis.

"Europe is our 'best bet' in this regard, and will be so for a long time to come because of her great consuming population whose need of articles of every-day life corresponds closely to our own. Moreover, if Europe is ever to pay the huge debt she owes us we must take her goods chiefly in payment. Nor can we expect her to buy our surplus of production unless we resort to the elemental methods of barter and exchange, and take her goods in return."

GOVERNMENT OPENS NEW FOREIGN TRADE OFFICE IN SHANGHAI

The opening of a new office of the Bureau of Foreign and Domestic Commerce in Shanghai provides American foreign traders with another source of information, and supplies an additional medium through which Chinese buyers can be reached.

American manufacturers, merchants and business organizations are urged by the National Foreign Trade Council to place this Shanghai office on their mailing list for catalogues, journals, and other commercial publications. Shanghai is one of the most important and lively entrepôts in the Far East, and every effort is being made to build up a good American commercial library in the Bureau's new office.

The Bureau of Foreign and Domestic Commerce is planning to provide in Shanghai files of information on Far Eastern trade, so that American business men, on landing in Shanghai, may have a place to go and get first hand, reliable information on conditions and possibilities in China, thereby saving great expense and unnecessary travel.

Communications should be addressed to the Bureau of Foreign and Domestic Commerce, Chinese-American Bank of Commerce Building, Shanghai, China.

The Leland Stave Company, Leland, Miss., has increased its capital stock from \$20,000 to \$50,000. It is the purpose of the company to enlarge its stave manufacturing operations.

THE SHORTAGE OF COOPEAGE STOCK AND THE EFFECT UPON THE BUTTER TUB MARKET

E. F. Wellingshoff, sales director of The Creamery Package Manufacturing Co., Chicago, through the March 4th issue of *The Produce News*, gave some facts of importance to butter manufacturers as follows:

"To buy or not to buy butter tubs?" is a question that today is looming large in the minds of most creameries and butter shippers. The users may be interested to get a manufacturer's viewpoint on this very important subject.

A year ago there was a very free movement of tubs from our factories to the customers, throughout the months of November, December, January and February. Customers filled their storages because they thought that the price might go higher and because they were fearful of a tub shortage, and in spite of these precautions we were confronted with one of the most serious shortages that has existed in years.

For the past few months the situation has been radically different. Prices were reduced very much, but customers held off, thinking that further reductions would be made. As a result the limited storages at our factories were soon filled and production was decreased.

A careful canvass of the situation indicates that there are very few tubs in the storage rooms of our customers; that there is not a free movement of tubs at the present time, and unless the trade does start to anticipate their wants, to take in tubs and protect their 1921 requirements, a more serious shortage of tubs than existed last year is bound to develop.

If the user delays ordering until actual needs arise, it will result in a grand scramble for tubs. The manufacturers will be flooded with orders and it will be humanly impossible to fill all of them at once. They must be filled in turn. Furthermore, the railroads can't deliver enough cars on short notice to take care of all requirements and must handle the requests for cars in rotation.

The available supply of coopeage stock is really shorter than in many years past, and in accordance with the inexorable law of supply and demand the present price of tubs is probably as low as we will see again for years.

DANISH BUTTER MEN FORM NEW YORK COMPANY

Manufacturers and shippers of butter in Denmark and their representatives in this country have just organized the United Danish Butter Association, Inc., and will maintain offices in New York. M. Sondergaard is president and general manager.

The association was conceived in Denmark by A. Krausoe and A. Videbeck, Nielsen, of Copenhagen, who are members of the Danish Farmers' Co-Operative Creameries.

The concern has obtained refrigerator space in New York and on steamships for a considerable period. In addition to the customary 112-pound casks, shippers will send butter in fifty-six-pound boxes, the smaller package being preferable to some consumers and dealers.

TWELVE SALT PONDS YIELD 40,000 BARRELS

An interesting report from Consul B. S. Rairden, writing from Curacao, Dutch West Indies, deals with the salt industry and is to the effect that:

"The manufacture of salt in Curacao and the other islands of this colony, principally those of Bonaire and St. Martin, is quite an important industry and is carried on extensively at a comparatively small cost. The product, known as 'sola salt,' is manufactured simply by the evaporation process which takes from 4 to 5 months. At present some 12 different companies are engaged in its production on the island of Curacao.

"One of the largest companies, the St. Nicolas estate, which has an area of about 490 acres, is situated almost at the extreme west end of Curacao and comprises 12 salt ponds. It is estimated that the yearly production of the estate is about 40,000 barrels (1 barrel equals 26 pounds). These ponds, which have an average depth of 3 feet, are filled with sea water through an artificial canal about 3,280 feet in length leading direct from the ocean, and when full are closed by a dam. The canal is also used for transporting the salt to the shore, where a warehouse is located which will store some 7,000 barrels. At the ponds on Curacao no process is employed by which the pure salt is separated from the magnesia and potassium salts, although this separation process is followed at the salt ponds of Philipsburg, on the Island of St. Martin.

"A blue print of the Philipsburg salt ponds is available at the Bureau and may be examined by interested persons upon reference to exhibit No. 24,247.

W. C. HARTMAN TAKES EXCEPTION TO PUBLISHED STATEMENT TOUCHING THE COOPEAGE INDUSTRY

Writing the JOURNAL from Los Angeles, Cal., under date of March 22d, Walter C. Hartman, President of the National Manufacturing Co., Detroit, Mich., says:

One of the largest financial publishing companies stated in a recent bulletin that among other industries that have not liquidated, coopeage stock manufacturers were included. In other words, they make a distinct statement that the prices of slack coopeage stock have not declined to a reasonable level, costs of raw material and labor considered. To anyone who is acquainted with the manufacturing business this idea is absurd.

How the Coopeage Stock Price Market Has Fallen

Coiled elm hoops have declined from a maximum price of \$75.00 for the standard six-foot lengths to \$20.00 and under per thousand, during the last eight months. No. 1 30-inch or sugar barrel staves dropped from \$40 to less than \$15, with No. 2 stock showing a proportionate reduction. Throughout the whole list similar instances could be given, including gum heading, pine heading and southeastern heading and staves of all kinds.

Will History Repeat Itself

This general decline has brought every kind of slack stock manufactured to a level that manufacturers insist results in either a loss or at least no profit in the production. As this condition has actually been reached and if the downward swing has now found its extreme level, reaction in the other direction will follow when demand generally increases and the production has decreased on account of the unprofitable manufacturing. Then will history repeat itself and the movement be toward higher prices until the production again exceeds the demand. This never-changing program we have observed during the last twenty-three years with price changes coming in periods of from two to three years.

Price Liquidation Slower Out on the Coast Than in the East

Liquidation, which means reducing prices to the consumer of stock, has been a slower process here on the coast than East. Two large concerns producing slack and tight stock and barrels practically control, or, at least, have the lion's share of the Pacific Coast business, which, compared with the large number of slack barrels made in the East, is somewhat limited.

Elm Hoops the Largest Quantity Coopeage Stock Shipment to the West

On account of the high freight rates from the manufacturing districts east of the Rockies, it is only during periods when stocks in those parts are at the lowest prices, that the products can be successfully sold and the local manufacturers' prices met. Even under the most favorable conditions, the advantage is naturally with the coast manufacturers, and no very large quantity of stock is shipped out here from the East with the exception of elm hoops, which are not produced on the coast.

As to the New Paper Barrel—"Enough Said"

While calling on a party interested in coopeage stock a few weeks ago, I examined a rather interesting "Substitute Package." This was a paper barrel, already being produced by a coast corporation and advertised to take care of almost any product up to three hundred pounds in weight. It is only one of many such inventions that have been or are on the market. It is recommended as an excellent container for vegetables, lime, cement, nails, bolts, crackers, biscuits, bottled goods, cereals, flour, sugar, glass, etc. The head is of paper and a light steel hoop is used on both ends. It, however, lacks the one great principle of the barrel made from wood—leverage. A comparatively light pressure on the top of the barrel starts a collapsing process that prompts one to discontinue the test for fear of destroying the package simply by hand pressure. Enough said.

BARREL SHIPMENTS OF OLIVES FROM CHILE TO U. S. INCREASED DURING 1920

Although, according to exports invoiced at the American Consulate, Arica, Chile, to the United States, the total decreased in value during 1920, it is found, however, that the 1920 shipments of olives in barrels increased in quantity and value over 1919. In 1919 but 506 barrels of olives were shipped, the value of the shipments being \$13,135, while in 1920, 2,335 barrels were shipped, the value being \$68,578. The olives were Bolivian products.



Joe Timmer, Kansas City, Mo., is in the market for a hoop flaring machine

Crystal Ice Co., Washington, N. C., is in the market for galvanized iron hoops for ice cream tubs.

Henry Simon & Sons, 2219 North Second Street, Philadelphia, Pa., is in the market for coopeage stock. Materials Resale Company, 1208 West Avenue, Buffalo, N. Y., is in the market to correspond with nail key manufacturers.

Kyco Extract Co., John D. Fletcher, president-manager, 832 W. Jefferson Street, Louisville, Ky., is in the market for quotations on 50-gal. paraffin syrup barrels; carload lots.

David Berg Industrial Alcohol Co., Philadelphia, Pa., is in the market for first-class once used white oak, eight hoop, pure grain alcohol barrels, carload lots.

Matthew Wylie & Co., 81-83 Portman Street, Glasgow, Scotland, is in the market for an electric light for the inside inspection of barrels. Something that could be connected up to a periscope so that the inside of barrels could be examined.

"Slack," c/o The National Coopers' Journal, Philadelphia, Pa., is in the market for a jointer to joint 36-inch staves; a drum saw that will cut 36-inch staves, and an equalizer to equalize bolts from 30 inches up to 36 inches for slack stock.

Portsmouth Cotton Oil Refining Co., Portsmouth, Va., is considering the installation of a dry kiln for drying barrel staves and is open to receive full information touching cost, etc., from kiln manufacturers. Correspondence should go addressed to Engineering Department of the company.

AMERICAN BUSINESS INTERESTS ON VERGE OF ONE OF THE BIGGEST ADVERTISING MOVEMENTS IN HISTORY OF COUNTRY

Students at the Pennsylvania Military Academy are learning the force of advertising.

Under the direction of Prof. Thomas C. Billig, of the economics department, the college has made a comprehensive survey of national advertising and has learned that "advertising pays big," according to a report issued March 16th.

The survey is especially interesting because of the fact that it was made by a military institution and also because it is one of the few of its kind ever made by any educational institution.

The report of the military college shows that American business interests are on the verge of one of the biggest advertising movements in the history of this country, a movement planned in anticipation of a great business revival in April.

The purpose of the survey was to impress upon the students the efficiency of modern advertising methods. Questionnaires were sent to all the leading business and manufacturing concerns in the country. Ultimately the college hopes to make an even more comprehensive survey of advertising in this country and in Europe.

Returns from the big industrial centers of the eastern United States testify to the tremendous value of advertising. Virtually every concern that has replied to the questionnaire reports a doubling of the advertising appropriation.

One Philadelphia concern said it had increased its appropriation 463 per cent. since first advertising. In its advertising period the sales of this concern have increased 1,108 per cent.

With one exception, the replies showed that all the big concerns have continued to advertise during the present industrial depression.

"The figures we have gleaned from the present survey," said Prof. Billig, "show conclusively that no concern can hope to enter the national field without making a substantial advertising appropriation. Figures do not lie and the sales jumps that have followed large advertising campaigns speak in a language that cannot be mistaken.

"Rather than reduce their appropriations at this time, many are preparing to increase them. They realize that the artificial war conditions have disappeared and that now the time has come for intensive selling. A great revival of business is scheduled for April and advertising campaigns are being prepared to meet that revival."

J. A. Long, of the J. A. Long Company, manufacturers of fancy creamery butter, Portland, Ind., and which company has purchased the plant and slack barrel heading business of S. H. Adams, of Portland, advises that they may turn the Adams plant into a tub factory.

"In the Public Interest More Business Methods In Government; Less Government Management of Business," General Theme of Ninth Annual Meeting of National Chamber of Commerce

The general theme of the Ninth Annual Meeting of the Chamber of Commerce of the United States, to be held at Atlantic City April 27 to 29, will be: "In the public interest more business methods in government; less government management of business." This announcement was made by the Chamber March 21st in making public a tentative program for the convention.

All of the questions to be brought before the meeting will be approached as they relate to the general subject. Speakers will include government officials and leading business men in many lines of finance, commerce and industry.

Much of the work of the convention will be done as heretofore in group sessions. Groups representing the major divisions of business will take up, first—problems peculiar to the industries or interests within the group, and second—major problems common to all business, which will include the question of the tariff and that of taxation.

The program for the meeting marks a new departure for the Chamber in that groups will discuss questions of a more general nature than those affecting solely the industries within the group. The purpose of this is to get the fullest and freest discussion on broad general problems that touch various phases of business differently. In a membership as comprehensive as that of the Chamber, there is always a difference of viewpoint on important questions. The group arrangement as planned gives related industries the opportunity to express their views. Afterwards the Chamber, if it is considered necessary, can take a referendum vote of its membership on the questions considered and get after proper consideration the opinion of business as a whole.

On the day before the convention opens there will be a meeting of the National Council of the Chamber, made up of one representative from each of the more than 1,400 organizations included within the Chamber's membership.

In the first day of the group meetings the group representing Domestic Distribution will discuss current price declines and their effects; constructive means for better marketing by produce exchanges and Boards of Trade, and methods of merchandising which will enable the distributor better to meet conditions of financial stringency.

Treatment of wages, contract cancellations, better accounting methods and the need of national statistics on production will be taken up by the group representing Fabricated Production. The Finance Group will have before it matters connected with the government's fiscal policy, taxation, including the proposed turnover tax, reorganization of government operations and the question of the government's future policy with respect to rediscount rates.

The group on Foreign Commerce will discuss foreign trade matters, including in its program such subjects as these—the work of national foreign trade conventions, foreign trade work of national trade bodies, foreign trade work of Chambers of Commerce, foreign trade work of banks, railroads and express companies, and the operations of foreign trade clubs. The aim here is to give an opportunity for an interchange of information as to the most approved methods of extending and prosecuting foreign trade effort. In connection with this group a meeting will be held for foreign trade organization secretaries.

The Insurance Group will discuss among other things: Private initiative as against State monopoly in insurance; insurance as a credit factor and the relations between government and insurance.

Recent agitation in Congress looking to the enactment of legislation which would provide for government management of basic industries will furnish the subject for discussion in the Natural Resources Production Group, where the main subject will be the government's relation to natural resources, including lumber, coal and oil. Another subject which will be taken up by this group is that of the proper activities of trade associations.

Transportation and communication will be considered under two groups; the first having to do with shipping, and the second, railroad transportation. The subjects to be taken up by the Shipping Group are the sale of government owned ships; the continuance of the Shipping Board and its functions as an operating organization

and differentials in cost of operation under various flags. The Railroad Transportation Group will go into a report by the Chamber's Railroad Committee, the present financial situation of the railroads in relation to plans for consolidation, and the shippers' part in rate making.

The Civic Development Group will discuss "The Schools and Social Interest."

When the groups meet to take up the subjects of taxation and the tariff each group will consider, with relation to taxation, these questions: Should there be an increase in the income tax? Should there be a sales tax? Should there be a resort to loans? With regard to tariff policies these questions will be gone into:

1. Should the tariff not be framed with due regard to export trade sales or the protection of manufacturing in the United States?

2. Should the fact that we are now a creditor nation alter our tariff policy with respect to protection?

3. Should the United States tariff offer trading or bargaining possibilities for international commercial treaties to encourage our export trade?

4. Should the United States tariff be liberal in its provisions in view of our desire for liberality of tariff on the part of other countries?

Taxation and tariff policies will be discussed also at one of the general sessions of the meeting. Other subjects which will be gone into at the general sessions, include foreign financing, the International Chamber of Commerce, education, international relations and the relations of government and business.

PRESENT ADMINISTRATION STANDS PLEDGED TO HELP DEVELOP AMERICAN BUSINESS SAYS VICE-PRESIDENT COOLIDGE

The country's economic need at the moment, in the opinion of Vice President Calvin Coolidge, is just dealings with employees by business enterprises, with thought at the same time for the necessities of the consumer. "This is no time," he says, "to press for an undue advantage."

The Vice President's views are contained in a "message to American business" which was published in the March 21st issue of *Current Affairs*, the weekly publication of the Boston Chamber of Commerce.

With the cultivation of a friendly relation between the elements of labor and capital, engaged in production, Vice President Coolidge predicts the beginning of a new era of prosperity for the nation.

"The present administration," the Vice President says, "stands pledged to use its utmost endeavors for the development of American business, foreign and domestic. It has already begun work upon these problems and is formulating a definite program of development. In this the national finances will play a very important part, requiring the reframing of our revenue laws which affect internal taxation and import duties."

"With the settlement of our international relations and the defining of the German indemnity, we ought to reach a stabilized condition which should result in a large business expansion. President Harding has chosen for his advisers men not intimately but sympathetically in touch with American business in all its different avenues. There is also a disposition on the part of Congress to give more and more attention to the development of business, not only for the purpose of increasing the general welfare, but as the only means of the relief of unemployment and the increase of prosperity."

"It would be futile to underestimate the difficult problems which must be faced and solved arising out of the general exhaustion which has come to the world as the result of the war. The advice of expert business men will be needed for their solution through the co-operation and co-ordination of all the elements of power throughout the nation."

NEW COOPERAGE PLANT

J. L. Long and A. D. Pryor have placed their new cooperage plant at Greenville, Ala., in operation. It is one of the best plants in the State and the owners announce that they will enlarge its capacity as soon as the demand warrants. They are the owners of considerable stumpage in that section of the State.

NEW SPANISH TAX LAW BARS AMERICAN TRADE WITH SPAIN

That the new Tax Law of Spain is an almost insurmountable barrier to the continuance or development of American business in Spain, is stated by the National Foreign Trade Council in a letter requesting the assistance of the United States Department of State in obtaining the revision of certain sections of this law.

The Foreign Trade Council summarizes the features of the law, peculiarly harmful to American trade with Spain, as follows:

"The provision that managers of branches of American companies shall be taxed at a higher rate than similar officials of Spanish companies."

"The provision that an American company shall be understood to 'transact business in Spain,' when it has merely 'representations authorized to contract in the name, and for the account of the company.'"

"The provision whereby the operation in Spain of American companies, organized merely to effect sales or centralize orders, renders the American companies, which do business through such separate sales organizations, liable to taxation, regardless of the fact that the sales company may itself be subject to taxation under the law."

"The provision that foreign companies that supply goods in Spain by means of permanent installations shall be taxed, even though they have no representation established in Spain, and even though the 'installation' (supply depot) may not belong to them."

"The inclusion of surplus and reserves as part of the capital of American companies and banks for purposes of taxation."

"The provision taxing the part of the profits of an American company operating in Spain, corresponding to that part of the capital of the company assigned to the company's business in Spain, regardless of whether or not any profits were actually earned on the Spanish business."

"The provision that taxes levied as above shall in no case be less than one-tenth of the total profits of the company earned in all parts of the world."

"The provision that American banks doing business in Spain shall be taxed at the rate of one per thousand of the total capital and surplus of the banking institution, plus two per thousand of that part of the capital and surplus assigned to Spain, which part shall in no case be less than one-tenth of the total capital of the organization."

"The provision that the figures relative to the operations in Spain of American companies shall remain in force for triennial periods; and, while subject to revision, shall not be altered, if, on revision, the variation does not exceed 20 per cent."

"Those provisions which place the determination of the portion assigned to Spain of the total capital of American organizations, in a Committee on Profits, which includes other than Government officials in its membership."

"The provision requiring American organizations transacting business in Spain to declare the total amount of their business done in Spain, and also in all other parts of the world where the organization may transact business."

"Not only is the letter of the law a burden to Spanish-American trade," says the National Foreign Trade Council, "but its provisions for the interpretation of the law, through the Committee on Profits and various local functionaries, must lead inevitably to arbitrary decisions, not unconnected with the personal relationship which may be established between the American trader and the foreign official."

"The disastrous effects of this law are already becoming evident. Important American commercial organizations and banking interests have been forced to withdraw their branches from Spain, and many American concerns find it impossible now to do business, even through authorized agents."

STAVE AND HEADING COMPANIES SECURE TIMBER TRACTS

Representatives of the Indiana Stave & Heading Company, of Blackey, Va., have just closed deals on hardwood timber lands on Little Leatherwood Creek in Perry county. They will develop this year. J. T. Whitaker and others, of Blackey, have purchased several hundred acres of timber lands along Rockhouse Creek. Mills will be installed and developments started by May 1. J. L. Procter and others, of Cowan Creek, Ky., have closed deals on timberlands along Big Cowan Creek in Letcher county and will install mills at once.

Our old and esteemed friend, J. M. Peel, president of the Creston Hoop Co., Alexandria, La., sends us the information that they have ceased the manufacture of hoops and are now sawing lumber.

C. M. VAN AKEN COOPERAGE CO.

BUYERS AND SELLERS OF

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And require "Stock of Quality," you
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1888

P. S.—WE CAN FURNISH MATCHED
CARS OF **APPLE BARREL STOCK**



IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR THE BEST CONTAINERS
AND FOR MACHINERY FOR THE USERS

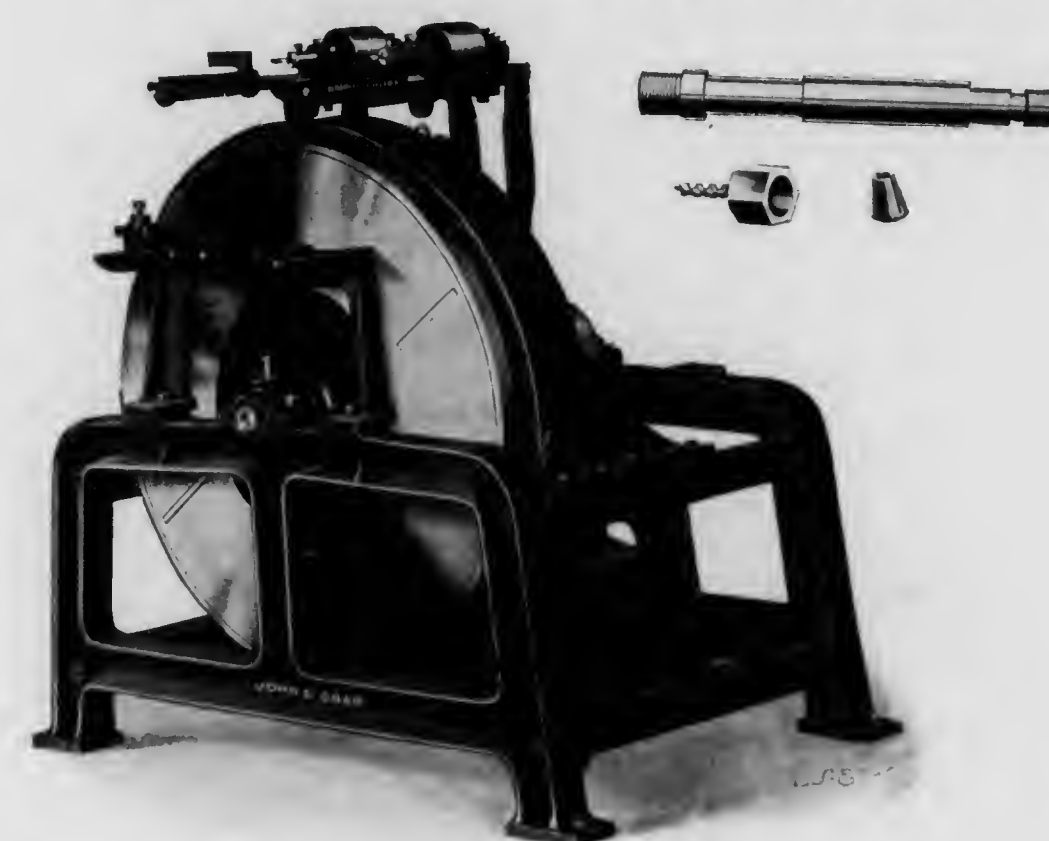
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IS SLACK HEADING CHEAPLY MADE, OR--

Does it really cost something to produce this important part of the barrel? Did you ever stop to consider that each slack barrel head you use, from the time the original tree was felled until the finished article is delivered to your factory, has changed its form at least five or six times, and has been handled from fifteen to twenty different times?

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DEPARTMENT OF The ASSOCIATED COOPERAGE INDUSTRIES of AMERICA

V. W. KRAFFT, SECRETARY

OFFICE OF SECRETARY AND MANAGER, 1320 RAILWAY EXCHANGE BLDG., ST. LOUIS, MO.

CONSOLIDATED CLASSIFICATION COMMITTEE Docket No. 5

In conformity with the understanding reached with the Consolidated Classification Committee at the hearing in Chicago, January 17th, that action would be postponed pending a suggestion by us of a provision containing Specifications for Oil Barrels, the following is recommended by the Special Committee on Tight Barrel Specifications, which has had this matter under consideration:

"Wooden barrels used for the transportation of oil must be of properly kiln-dried oak or other suitable wood; whole barrels of not over 55-gallon capacity must have not less than 6 hoops, weighing not less than 9 pounds per set. Barrels must be staved inside or lined with a coat of glue, paraffine or other suitable lining, if necessary, and outside painted or varnished. All hoops must be well driven and bilge and quarter hoops fastened with hoop fasteners or otherwise properly secured."

You are respectfully requested to advise as quickly as possible your views with reference to the recommendation of the committee. It is imperative that this be handled promptly in order that our recommendation may be submitted to the Consolidated Classification Committee in time to be included in their next docket. We therefore ask that you kindly let us have your views not later than March 19th.

Repeal of Transportation Tax—HR 16146

On February 23 a bill was introduced in the House for the repeal of the 3 per cent. tax on transportation of freight, the 8 per cent. tax on transportation of persons, and the 8 per cent. tax on seats, berths and state-rooms. It has been announced that this bill would be introduced at the special session of Congress by Representative Longworth, of Ohio.

The returns from the 3 per cent. tax on freight has greatly exceeded the amount anticipated at the time this tax was fixed by Act of Congress, in view of the increase in freight rates effected since that time by Ex Parte 74.

Filing of Overcharge Claims

A movement has been inaugurated toward securing an amendment of Section 206 (c) to the Transportation Act extending the time for filing both overcharge and reparation claims.

Suspension of Rates—I & S Docket 1303

The Interstate Commerce Commission on February 24th suspended to June 28th, under I. & S. Docket 1303, tariffs containing rates to, from and between points south of the Ohio River, including Mississippi Valley Territory, filed by various tariff publishing agents in alleged conformity with orders of the Commission in Docket No. 9702, Memphis-Southwestern Case, and No. 9190, Murfreesboro Case.

State Jurisdiction Over Rates

On February 18th there was introduced in the Senate by Senator Kenyon, of Iowa, Bill S-5020, providing for an amendment to the Transportation Act giving the States exclusive control over intrastate rates. It is understood that the amendment is not intended to deprive the Commission of the power to deal with so-called Shreveport situations. The bill will probably be reintroduced at the special session.

OPEN PLAN COMPETITION CASE TO BE REARGUED ON APRIL 11

The Southern pine industry, the Southern Pine Association and all other trade associations and industries are equally interested with the American Hardwood Manufacturer's Association in the outcome of a case against the Open Competition Plan, which is now before the Supreme Court of the United States. That body heard arguments in the case prior to the Christmas period, but recently announced that it would rehear the arguments on April 11. The final decision of the Supreme Court on the injunction as issued by the United States District Court of Memphis against the Open Competition Plan will determine whether or not a trade association has a right to gather and disseminate statistics and a favorable decision will undoubtedly result in throwing out of court the case at St. Louis against the Southern Pine Association and manufacturers of Southern pine lumber.

GROUP MEETINGS DURING MARCH

The following monthly meetings of the different "Groups" of The Associated Cooperage Industries of America took place during March:

The Shenandoah Valley Barrel Group, at the Hotel Jack, Winchester, Va., March 12th.

The Pine Heading Manufacturers at Old Colony Club Rooms, Tutwiler Hotel, Birmingham, Ala., March 29th.

The Tight Stave and Heading Group at Gayoso Hotel, Memphis, Tenn., March 30th.

The Coiled Elm Hoop Manufacturers at Gayoso Hotel, Memphis, Tenn., March 30th.

The Tight Heading Manufacturers at Gayoso Hotel, Memphis, Tenn., March 30th.

Prior to attending the Shenandoah Valley Barrel Group, Secretary Kraft was in attendance at the Fruit Growers' meeting, held at Martinsburg, W. Va., March 11th, so that he was prepared to give the barrel men assembled at Winchester some interesting information relative to action taken by the fruit men in regard to apple barrels.

tailed operations and are materially cutting their usual orders for foreign supplies. Local merchants in all lines are heavily overstocked. Not only do they not need replacements at present, but in many instances would find it extremely difficult, if not impossible, to finance new purchases.

The drop in Dominican exports has been brought about in very large measure by the low prices quoted in American commercial centers for sugar, cacao, tobacco and coffee, the principal items of export from this country. Heavy stocks of these staples are now warehoused locally, and every effort will be made to hold them during the present depression. Another factor in the shipping situation which affects American interests adversely is the recent resumption of direct sailings to European ports. This revival bids fair to put a definite end to the appreciable "in transit" trade which fell to American carriers during the European war.

OPTIMISTIC OF FUTURE FOR AMERICAN SHIPS

"I am entirely optimistic about the future of the American merchant marine," said H. G. Smith, assistant to the president of the Bethlehem Shipbuilding Co., in an address at the Philadelphia Engineers' Club, Philadelphia, March 15th. "The American people have invested \$4,000,000,000 in the fleet and shipyards built during the war and it would be folly not to go on with the plan to create a powerful merchant marine. Some of the vessels constructed by the Emergency Fleet Corporation served admirably during the war, but are not



SIXTH ANNUAL CONVENTION
PLANTERS HOTEL, ST. LOUIS
MAY 3, 4, 5 and 6



TO MEMBERS AND ALL INTERESTED IN THE COOPERAGE INDUSTRY:

In the midst of the real problems confronting you at this time and any doubts you may have as to the outlook in our industry, there is one outstanding event which brings with it confidence and encouragement, namely, the coming Convention which will mark the Fifth Anniversary of The Associated Cooperage Industries of America. The occasion will be fittingly celebrated!

It is indeed fortunate that just at this time an opportunity is afforded you to foregather with others in the same line of business, confronted by the same conditions, and all striving for a clearer understanding of what the future has in store for them. Alone, one cannot hope to solve the fundamental problems confronting the industry, but by collectively applying ourselves to these problems there is the assurance of accomplishment.

Leave your business for a few days—COME TO THE CONVENTION. You will not only profit by an exchange of ideas, but will find that your gloom has disappeared; and you will depart from the meeting feeling that you are, after all, engaged in a worthwhile business.

Come and bring the other fellow with you—all are WELCOME. The Ladies will be taken care of.

A handshake, a smile and a cheery word will greet you. Optimism will be the order of the day!

Yours for a Big Convention,

V. W. KRAFFT,
Secretary and Manager

P. S. Make your hotel reservations early. We will be glad to arrange it for you.

CEMENT IN BARRELS TO DOMINICAN REPUBLIC

Writing from Santo Domingo, Vice Consul Geo. A. Makison says an appreciable diminution in the volume of freight moving between New York and the ports of the Dominican Republic has occurred during the past few months, so that at present many of the steamships plying in this run are carrying less than 60 per cent. of their capacity loads. Since the signing of the armistice several new American transportation companies have placed boats on this service, and competition is becoming exceedingly keen.

Ten Per Cent. Reductions in Freight Rates

The Clyde Steamship Co., the Columbus Steamship Co. and the Bull Insular Steamship Co., the three principal lines operating between New York and Santo Domingo, recently made simultaneous announcements of a reduction of 10 per cent. in freight rates from the United States to the ports of the Dominican Republic. The only commodities not included in the reduction are flour, rice, beans and cement. These goods are now carried at the following rates per 100 pounds: Cement (in barrels), \$0.50; cement (in sacks), \$0.74; rice, \$0.50; flour, \$0.50; beans, \$0.58. For the present no reductions are announced on northbound freight or Dominican coastwise cargo.

Stagnant Market—Adverse Factors in Shipping Situation

In explaining the diminution of Dominican imports, it should be noted that planters and mill owners have cur-

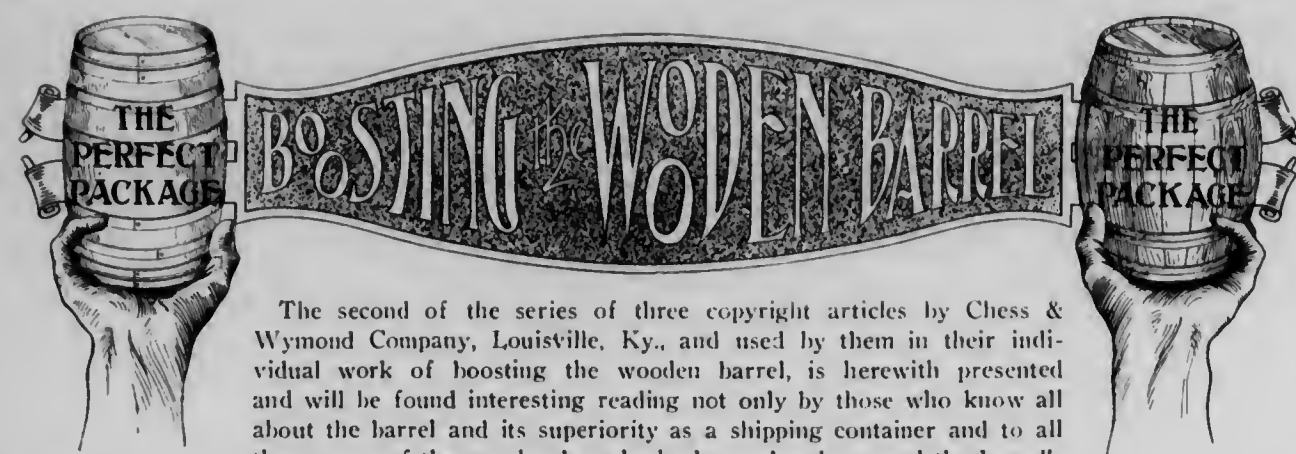
adapted to peace-time purposes. A large proportion of them are well fitted to form the nucleus of our fleet."

The shortage of ships created by the war was revealed by the statement that the world was short 12,500,000 deadweight tons at the time of the armistice. The speaker stated that this shortage has not yet been made up and this is one of the encouraging factors for American shipbuilding.

"Another favorable factor," Mr. Smith asserted, "is the large number of skilled shipbuilders trained during the war and the wider knowledge of nautical affairs. The Webb act has wisely permitted shipping combinations to operate in foreign trade, and the Jones act has encouraged the financing of new ships through mortgages. The government must give aid and protection in every way possible if we are to compete successfully with foreign shipping. A merchant marine must be operated at a profit and if foreign costs are lower, the difference must be equalized by government protection."

COLD STORAGE COMPANY WILL BUILD STAVE AND BARREL PLANT

The Adams County Cold Storage Company will erect a stave and barrel plant to be run in connection with their cold storage plant at Gettysburg, Pa. The stave plant will soon be in operation and the barrel plant within a few months. The Adams County Cold Storage Company is officered by D. M. Sheely and George Stallsmith.



The second of the series of three copyright articles by Chess & Wymond Company, Louisville, Ky., and used by them in their individual work of boosting the wooden barrel, is herewith presented and will be found interesting reading not only by those who know all about the barrel and its superiority as a shipping container and to all those users of the wooden barrel who have already proved the barrel's worth and efficiency, but it should prove especially convincing to all those package users who are fluctuating between the use of the wooden barrel and a substitute.

An additional contribution to the barrel-boosting campaign comes from one of our regular readers, who speaks in the name of "I Am a Barrel," and his plea in the name of the barrel, if heard and heeded, would do much good.

BARRELS AND KEGS AS FOOD CONTAINERS

About thirty years ago makers of individual packages launched their drive against bulk packages. Certain manufacturers lent attentive ears, and shortly pickles, vinegar, cider, lard, etc., began to appear in small sealed packages.

In the beginning the extra price of the more expensive package was a profitable investment for the first manufacturers who took the step, because it gave them a decided, though temporary advantage over their competitors. The others, however, soon realized that the expensive package was becoming fashionable, and promptly came into line. As soon as the fancy package became the standard container for any product, its profit to the individual manufacturer ceased and it became a burden to the industry.

But economic conditions are changing rapidly. The world war upset the balance. Foodstuffs can be sold cheaper if moved in larger, more permanent and more economical containers such as the wooden keg or barrel. Unlike many of its substitutes, the wooden barrel is not an experiment, nor is it the result of a fad of the past few years. The barrel was one of the earliest food containers, and as a bulk package still has no competition.

There are good and logical reasons for this century-old pre-eminence. In the first place, a new wooden barrel or keg is undoubtedly the cleanest, strongest package it is possible to get, as well as the easiest to handle. Were wood not without an equal for safeguarding the "sweetness" of an article, the familiar butter cask would long ago have passed into the discard. For of all foodstuffs, butter is admittedly the most susceptible to taints.

Possible contamination is a vital point to consider. The wooden barrel preserves its contents in their original state. There is no rust, sediment or solder, no danger of discoloration nor of contamination by the container. It is common knowledge that most food products shipped in a moist or liquid state in tin must be entirely removed from the can as soon as it is opened, or oxidation will take place, forming dangerous compounds. In a wood barrel, food products never become oxidized, discolored or contaminated from the package.

Compared with alternative packages on the other two requisites of a shipping package, the strength and economy of the wooden barrel become graphically obvious by contrast. Tin packages are easily caved in or punctured, earthenware is breakable and glass packages are fragile and easily shattered. All these require crates, boxes or barrels as well as careful packing by trained

hands. Even with these profit-eating precautions, loss and spoilage are accepted conditions.

In the United States, the great bulk of our foodstuffs are shipped hundreds of miles. Where food is shipped in barrels, the loss is reduced to a minimum. The freight rate is lowered because barreled goods have fewer claims for damages and are handled more cheaply by the railroads, consequently the food goes to the consumers' table at a lower cost. How vital this fact is becomes obvious in comparing the average of freight rates on pickles and vinegar from Louisville to New York, in the two types of packages. When contained in glass or earthenware packages and then packed in barrels or boxes, the cost is over fifty per cent higher than when shipped in barrels or kegs. Metal cans in jackets, metal cans in crates, boxes or barrels and bulk pails or kits are similarly penalized.

While actual freight costs are less, secondary charges are also lower for the manufacturer who ships in barrels. The saving in avoiding crating expense has already been mentioned. The saving in handling in the plant and shipping department is also a distinct advantage.

No package has ever been developed which is so easy to handle in all sizes, large or small, as bigged wooden barrels. Boxes require hand trucks, belt conveyors or hand-lifting and carrying—BARRELS ROLL. Any man who has watched a barrel-handler "up-end" and twirl a barrel along a platform on its chime, send it rolling down a pair of skids or guide it before him over the floor with an occasional kick, will require little argument to convince him that equal weights can be moved easiest when packed in barrels.

For speed and ease in handling and freedom from breakage, the wooden barrel is not equaled by any other container.

These facts of greater strength, better preservation without risk of contamination, easier handling and greater economy are too self-evident to need lengthy argument. It remains only for the astute manufacturer to take advantage of them more generally by showing his ultimate consumer that the expensive small fancy package was a necessary expense only in the earlier days before retailers fully realized the value of keeping their shops as clean and sanitary as the manufacturer's plant. The American housewife is thoroughly educated to the realization that her excessive expense is not due alone to the cost of food, but largely to the cost of the packages that contain it. She is ready to welcome the product that will maintain its quality but cut down the expense of unnecessary frills.

surplus out of overhead cost treated to take care of those times when output is below normal, and overhead charges not fully cared for in the costs of that year.

"To take a very simple illustration: Let us assume the normal output of a department is 100 pieces and the overhead \$100, or an overhead charge of \$1 per item. If the department produces 150 pieces at a normal overhead charge of \$1 per item, not only will the \$100 overhead be used up, but there will be an additional \$50 as a reserve. When the output of the department drops to 50 pieces, only \$50 overhead will be applied to this reduced production, and the difference made up from the reserve established during unusual production.

"The determining of a normal year is not an easy matter. It requires a long look behind, not forgetting also to look ahead. It is by no means sufficient to accept the operations of the preceding year as the sole standard. The normal year is different for a new organization or industry from what it is for one long established.

"The setting up of estimated overhead charges based

The Selection of a Proper Barrel

The choice of a barrel or keg for any food products should receive the most careful consideration. It should be made of the material best suited to its individual contents. It must be strongly constructed to stand hard usage, and it must be treated so that it will not lose the valuable contents by leakage, absorption or evaporation.

The woods used for tight barrels are white oak, chestnut oak, red oak, ash and gum. These may be used according to the penetrating qualities of the various food products. Their value stands in the order named.

White oak barrels coated inside with paraffine, silicate of soda or the special Cheswyco coating will carry the most penetrating products such as vinegar, cider and brine. Red oak is used for lard tins, lined with silicate of soda or the special Cheswyco coating, and when coated either with paraffine, silicate of soda, or the special Cheswyco coating, is used for pickles, kraut, cider, vinegar and other food products. The ash package is used for pork and the gum barrel for syrups, glucose, condensed milk, mince meat, and similar substances.

The barrel should be lined on the inside to prevent leakage or soaking. This lining or sizing is of the utmost importance. For food preparations there are only three sizings permissible. These are silicate of soda, paraffine and the special Cheswyco coating. The paraffine and the special Cheswyco coating can be used only when the contents are to be put into the barrels cold; silicate and the special Cheswyco coating being always employed for barrels to be filled with hot liquid. Paraffined and the special Cheswyco coating cooperage should always be specified for condensed milk, kraut, pickles, cider, fruit juices and kindred products.

WONDER WHAT A BARREL THINKS ABOUT OR IF A BARREL COULD TALK

By "I Am a Barrel."

"I am a barrel. I have been well made of No. 1 White Oak at the barrel factory, thoroughly seasoned and ready to give you good value for the money you have spent in buying me. I would like to give you and your friends a few tips on taking care of me while I am full to the bung, so that I may be of some use, and not be thrown on the scrap heap. First, you will notice that I said, 'Full to the bung.' You will probably laugh if I tell you that I have had more in me than I could really hold. If they would take half a painful out of me, then I would be just comfortable. If I am filled too full something has got to go; I will raise my head a little and get relief through the joints or burst a hoop; so, do not fill me too full for my journey.

"The last you heard from me I was ready for my journey. I am now filled with William Penn Motor Oil. I do not like traveling, you sure get knocked about some. I wish that I was landed. Well, here I am at last, just got to the end of my destination. I have just got thrown off a truck and my head is so sore, some of my staves are also broken and they have put me right down beside the boiler. The heat is something awful and I am long here I will be roasted. They take a little out of me every day, so that I will be here for some time. I hear the engineer saying that I am empty and I have to go back to the cooper shop. Well, I am not sorry, as I have been baked alive in the boiler house, three weeks, and two weeks to get here, and I have not lost a drop of that valuable Oil they gave me to take care of, even though I got smashed in the unloading. Well, here goes for the cooper shop to get repaired for the next journey."

on a normal year does not mean the abandonment or compromising of actual overhead costs.

"It is not the intention to forego or wipe out a single dollar of overhead expense that can be legitimately and fairly charged to operation, sales or administration."

The control of overhead in a manner fair to the business man as well as the consumer is one step and only one step toward realizing more stable prices and eliminating those wild fluctuations that culminate in industrial depressions. Such a consideration also points out the moral that the hope of permanent reduction of costs rests in the greater, more continuous and more regular use of our industrial facilities.

"Thousands of firms went through the recent years of full-blast operation upon a basis of overhead distribution essentially unfair to them. A start in the right direction must be made, and upon such firms is urged a consideration of adjusting overhead charges on the basis of a normal year, and it is so advised both as an advance in sound cost accounting and as a measure to facilitate that business revival we all desire, need and anticipate."

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

BUFFALO COOPERAGE TRADE

The demand for slack cooperage stock is small and the most satisfactory feature from the standpoint of the coopers is the decline in prices to a more nearly normal basis. As usual, however, they are afraid to buy on a declining market and will wait until there is a more hopeful feeling in general business, as well as some sort of spurt started in the particular lines requiring barrels. The prices in barrels, too, have taken quite a drop and reports from Orleans County say that apple barrels there have dropped to 70c. This is certainly a big drop from the \$1.50 price of last year, and it would seem to be low enough to encourage freer buying of barrels.

Stock prices f. o. b. Buffalo have had an all-around decline during the past month and are, at the date of reporting, March 22d, as follows:

No. 1, 30-inch elm staves.....	\$18.00 to \$20.00
No. 2, 30-inch elm staves.....	12.00 to 13.00
No. 1, 30-inch gum staves.....	17.00 to 19.00
No. 1, 28 1/2-inch elm staves.....	20.00 to 21.00
No. 1, 28 1/2-inch gum staves.....	20.00 to 21.00
No. 2, 28 1/2-inch gum staves.....	13.00 to 15.00
Mill run, 28 1/2-inch gum staves, fruit.....	13.00 to 15.00
Six-foot hoops; six-foot-nine hoops.....	21.00 to 23.00
No. 1, 19 1/2-inch gum heading.....	17c to 19c
No. 1, 19 1/2-inch basswood heading.....	16c to 17c
No. 1, 17 1/2-inch basswood heading.....	14c to 15c
No. 1, 17 1/2-inch gum heading.....	15c to 16c

Barrel Manufacturers Are Preparing for Future Business

Some of the coopers, finding that they can do nothing better for their men, are making up quite a large lot of barrels and keeping them on storage, wherever they have it. This shows that there is not much expectation of lower prices of material right away and that the future market for barrels is likely to be as good as it is now. In fact, the complaint of "no business" is not heard as much among the coopers as in some other trades, though this may be because not much is expected.

Why Can't Cooperage Men Cater to Small Package Users

When there are flour barrels demanded it is a pretty good sign of a revival of the trade with Central and Southern Africa. Other territory may do something for the cooper, but the consumption is small, as the baker wants his flour mostly in bulk or large sacks and the housewife buys in eightths, or even smaller. A leading Buffalo miller the other day was discovered studying the shape of some 3 1/2-lb. flour sacks that he had filled. He came to the conclusion that a plump, short sack showed up better than a slim, long one, and said the trade was heavy in flour put up in these packages. This does not mean much trade for the cooper.

State Park Will Supply Valuable Timber Tracts

The development of a large forested area in southwestern New York to be known as the Allegheny State Park has been promoted by many influential persons and it is hoped to get a State appropriation. Owing to the need for economy in State expenditures the original plans have had to be toned down somewhat, but the idea has been by no means given up. Governor Miller suggested that citizens interested raise funds for the park, in which case State aid might be forthcoming. As a result private individuals have raised \$25,000 to help the State buy the land and otherwise aid in the

creation of the park. A bill creating a park commission and making a small appropriation is to be carried through this session of the Legislature. The park will not only afford a playground for thousands of persons, but will provide in years to come a large supply of valuable timber.

No Second-Hand Barrel Trade

The second-hand barrel business is not as active as usual, owing to the lack of activity among numerous lines of manufacturing. Some early improvement is looked for, though some prophets of lively trade in the near future are not as optimistic as they were.

As to the Apple Outlook

Not a single complaint has been heard thus far as to the outlook for the apple crop. The weather has been mild during the past winter, a little too mild, the coopers feared, at the beginning of the season, but no harm appears to have been done. New York State apples have been in pretty good demand of late and the Western apples have not been as great a factor as in some previous years. This is because the nearby apples were in ample quantity and of good size and color last year. Local prices are running from \$1 to \$2 per bushel.

Jackson & Tindle state that apple barrel stock has not been in any active demand as yet and inquiry is less than normal. No extremely heavy crop is likely this year, but a good yield of Baldwins is looked for. The firm's mills are in steady operation, although the winter has not been as satisfactory for logging as in some years.

The Quaker City Cooperage Co. reports little demand for flour barrels, but is well prepared for the starting up of business, having a fair amount of stock on hand and reporting the labor supply easy.

W. G. Pemypacker, Jr., is looking for a rather light volume of cooperage trade this spring, owing to the uncertainties in general business. Prices in material are more attractive than for some time, but buyers are not taking hold with assurance as yet.

The brewery and bottling works of the Weyand Brewing Co., long one of the leading plants of the kind in this city, have been sold to outside parties and plans are being made for the erection there of a seventeen-story hotel, which will cost about \$3,000,000. Such a hotel would be the greatest in the city.

THE DEVELOPMENT OF THE FRUIT INDUSTRY

There are very few more interesting enterprises of the United States Government than its development of fruit culture. So thinks a writer in *The Corn Exchange*, Philadelphia. "Probably never before," he says, "in the history of the world has a Government done so much to alter the diet of its citizens as has our own. A hundred years ago the richest man in the United States was strictly limited in the choice of fruits which appeared upon his table. Even fifty years ago the banana was absolutely unknown as an article for diet. The first banana was brought to the United States as late as 1872 and it has only been since about 1890 that they can be said to have formed any part of our daily diet. At the present time they occupy a very prominent part of our food, and have become a necessity instead of a luxury.

"The development of the grapefruit industry has been more remarkable, and this, in turn, has led to other fruits being cultivated, which have widely increased our range of diet.

"It is doubtful if this progress would ever have taken place without the constant initiative and helpfulness of our Department of Agriculture, which has not merely

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MEMPHIS, TENNESSEE
MOBILE, ALABAMA

introduced new fruits, but also greatly improved the old ones. The apple and pear would soon go to seed if they were not constantly strengthened by fresh graftings and cuttings.

"It has been discovered that during the Middle Ages practically no fruit was eaten on the average table. The absence of sugar in large quantities prevented what is now called preserving. As late as 1530 lettuce was unknown in England and Shakespeare refers to rice as a costly luxury. The writer has seen the first orange tree that was brought to Europe, almost exactly 400 years ago. The orange was confined to Spain and Portugal until the Peninsula War, 1808-14, when the British soldiers brought home large numbers thereof to England and also introduced marmalade to the British Isles. Wars are great diversifiers of diet. The Japanese learned to eat meat on a large scale as a result of the Russo-Japanese war.

"So long as nothing was known about the diseases of fruit trees, it was extremely difficult to raise fruit on any large scale. In this field the Department of Agriculture has rendered invaluable service. The acids contained in many of the newer kinds of fruits are particularly useful for our diet."

REAL NEED AMONG APPLE GROWERS FOR BETTER STANDARDS

A national conference of fruit growers is to be held at Washington, D. C., for the purpose of devising plans that will simplify and improve the marketing of all fruits produced in the United States, according to report of the American Farm Bureau Federation.

"Fruit growers are confronted by many problems of national importance," said Samuel Adams, acting president of the American Pomological Society. "Some of these are purely legislative and on that account it is no doubt possible they could be handled to far better advantage through such a large national organization as the American Farm Bureau Federation than if undertaken by individuals or even by large co-operative marketing associations.

"Take the matter of freight rates, which have this season wiped out the profits of certain groups of fruit growers far removed from the larger consuming centers.

"In the matter of standardization of grades, apple growers who pack in barrels are in need of suitable national legislation that will not only indicate the grades but provide for the conformity of the packs to the adopted grades. It is true that a number of States already have laws that are drafted similar to the federal law commonly known as the Sulzer bill. But neither the State nor Federal laws have 'teeth' that will make it possible to enforce the grading, nor the machinery that can bring it about. There is a real need among apple growers for better standards."

NEW PLANT OF HENRY SIEMON & SONS WILL SOON BE OPERATING

On January 7th last the barrel factory of Henry Siemon & Sons at 1750-56 North Front Street, Philadelphia, Pa., was swept by fire. The damage, which was \$100,000, was fully covered by insurance, and with characteristic energy the company began re-building at once. Under date of March 17th, Leo P. Siemon advised that they expected their new barrel factory to be completed and ready for operating within a month. The Henry Siemon & Sons are makers of new barrels, and they are in the market for cooperage stock as will be noted by the company's attractive advertisement in this issue of the JOURNAL. Stock quotations should be sent to the company at the office address, 2219 North Second Street, Philadelphia, Pa.

HOW TO DISTRIBUTE OVERHEAD EXPENSE IN GOOD AND BAD TIMES

"How to Distribute Overhead Expense in Good and Bad Times" is the subject of a bulletin issued March 16th by the Fabricated Production Department of the Chamber of Commerce of the United States.

"Our cost systems are too flexible," the bulletin says, "under ordinary cost methods, still largely in use, overhead expenses are spread too thin in times of forced production, and massed too heavily in periods of slight demand and output, giving in the latter case costs that are artificially high and unfair to the public, and moreover costs which the market will not generally sustain.

"Cost systems should provide that these expenses usually designated as overhead expenses, should be prorated on the basis of a normal year—the 100 per cent mark on the business thermometer. Thus in time of unusual production, production exceeding normal, the overhead should be more than used up in costs, and a

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EXPERTS TO SPEAK BEFORE NATIONAL FOREIGN TRADE COUNCIL CONVENTION AT CLEVELAND

With only a little less than a month before the first session, plans for the National Foreign Trade Council convention, to be held at Cleveland, May 4 to 7, are rapidly being completed and the Cleveland convention committee has already issued a partial list of speakers, all of whom are leaders in their respective lines. This year the subjects, most of which have been discussed in former conventions, will be treated with the view of throwing the greatest light on the problems of world trade readjustment.

The list of speakers and topics, to date, follow: Walter S. Tower, Consolidated Steel Corporation, on "Means of Getting an International Viewpoint in Foreign Trade Education"; J. A. DeHaas, New York University, on "Fundamentals in Foreign Trade Education"; F. D. Rock, Armour & Co., "The Foreign Credit Department"; J. G. Geddes, Union Trust Co., Cleveland, "The Foreign Credit Risk"; Rowland Rogers, Picture Service Corporation, "Practical Use of Films in Sales Promotion Abroad"; J. Walter Drake, chairman of board, Hupp Motor Car Co., "Government Service to Foreign Trade"; S. W. Stratton, Bureau of Standards, "A Practical Method of Tests for Export"; Colonel Fred Cardway, Packard Motor Car Co., "Psychology of International Advertising"; C. C. Martin, National Paper and Type Co., "One Essential of Successful Exporting"; A. B. Cole, Westinghouse Electric International Co., "What I Expect From My Advertising Appropriation"; Frederick Dickinson, Hupp Motor Car Co., "Foreign Advertising"; R. S. McElwee, Bureau of Foreign and Domestic Commerce, "The Trade Balance and the Exchanges"; Will A. Peairs, Chamberlain Medicine Co., "Our Trade and Relations With Mexico"; Fred I. Kent, Bankers' Trust Co., "Financing Foreign Trade"; J. A. Farrell, chairman National Foreign Trade Council, "American Maritime Policy"; Philip B. Kennedy, First Federal Foreign Banking Association, "Practical Developments of Edge Law Banking"; M. A. Oudin, International General Electric Co.; Wesley Frost, Department of State, "The Trade Balance and Exchanges"; and W. P. C. Harding, governor Federal Reserve Board, "Frozen Credits—How to Thaw Them."

More than 3,000 of the nation's leading manufacturers, bankers, merchants and transportation men are expected at Cleveland, according to H. F. Seymour, vice-president of the Columbian Hardware Co. and executive chairman of the committee on convention arrangements. Mrs. J. G. Hammond is secretary of the committee, headquarters in the Chamber of Commerce.

A foreign trade advisory service will be fully developed for the first time at this convention. This year the work will be given greater publicity. A. E. Ashburner, of the American Multigraph Co., is chairman of the advisory service committee.

American business men living in foreign countries will be strongly represented in a protest against American taxation of incomes received by Americans derived from foreign sources. Foreign rivals pay no taxes to their home governments on income derived from foreign sources, but do pay taxes to the foreign governments on the property. This, Americans abroad maintain, is a double taxation, which makes it possible for the competitor of another nation to undersell him.

ONE HUNDRED YEARS OF AMERICAN EXPORT TRADE

One of the most interesting contributions to export trade information was the exhaustive review titled "One Hundred Years of American Foreign Trade," by M. De Richey Cain, of the Editorial Division of the Bureau of Foreign and Domestic Commerce, issued March 16th. In 1920 the United States imported 84 times as much merchandise as it did a hundred years ago, it sold abroad 185 times as much domestic merchandise, the value of its total foreign commerce was 106 times that of 1821—facts particularly pertinent at the moment because with 1920 there came to a close the first century of published American trade statistics. The imports per capita in 1821 were \$6.49, in 1920 \$49.95; the exports \$4.53, compared with \$76.46; and the total foreign trade of the United States \$13.23 per head of population a century ago and \$127.81 last year. Expressed in concrete sums, this has meant a jump in imports from \$62,585,724 to \$5,279,398,211, in exports from \$43,671,894 to \$8,080,818,455, and in the total foreign trade from \$127,560,106 to the stupendous aggregate of \$13,508,157,959. Among the comparative totals of exports in Mr. Cain's article as exceeded in value 1 per cent. of the total in 1821, staves grouped with shingles, boards and hewn and sawed lumber, showed \$1,367,660 in 1821 as against \$120,362,848 in 1920.

COLD HURTS FRUIT AND VEGETABLES IN EAST AND WEST

The cold wave which on March 28th was moving eastward over the Mississippi and Ohio River valleys caused widespread damage to some of the fruit-raising sections of the Middle West. The damage was especially severe in southeastern Missouri and southern Illinois, where fruit trees were in bud and winter wheat without the protecting blanket of winter snows.

Freezing temperatures were reported from all sections north of the Kansas-Oklahoma boundary, thermometers registering from 32 degrees to as low as 12 degrees above zero. The heavy wind was one of the saving factors in some fruit sections.

On the heels of the western report comes the return from damage done in the East as reported from Washington March 29th.

Extent of damage suffered by fruits and vegetables the night of March 28th and throughout the day of the 29th, by the cold wave, in sections of Missouri, Illinois and Indiana, as well as parts of Virginia, western Maryland, Pennsylvania and New England, had not been determined by the Department of Agriculture.

Reports were slow in coming in, officials said, and, in addition, any exact determination of the damage would have to wait upon a warm day, when discolorations on frozen fruit buds and blossoms would appear.

Meager reports indicated there had been some damage to fruit trees in blossom in Maryland and Virginia. Because of the preceding warm weather, which had advanced blossoms and tender vegetables beyond the usual development for this time of year, officials indicated that the damage might be considerable.

WESTERN NEW YORK APPLE PRODUCTION

The western New York fruit belt is the oldest commercial apple-growing district in the United States, says the Department of Agriculture. Few other regions in America have had the benefit of the experience of former generations in the production of apples. Thus, there are men who have orchards 30 to 60 years of age, as well as those who have recently planted orchards.

In this region the apple orchard is only a part of the farm business, other fruits and such crops as beans, potatoes and hay being extensively grown. Department Bulletin 851 treats of the relation the orchard bears to these other enterprises, of the orchard practices followed by the more successful growers, the effect of these practices on yields, the returns derived from different systems of orchard management, and the cost of maintaining orchards under each system.

WINE EXPORTS FROM MADEIRA FOR 1920

Writing recently, Consul William L. Jenkins, of Funchal, says: The exports of wine from Madeira during the year 1920 amounted to 715,682 gallons, as compared with 2,267,360 gallons in 1919 and 839,336 gallons in 1913. Since 1910 exports, in gallons, have been as follows: 1910, 764,675; 1911, 823,138; 1912, 741,256; 1913, 839,336; 1914, 617,163; 1915, 678,811; 1916, 1,237,077; 1917, 327,448; 1918, 381,926; 1919, 2,267,360; 1920, 715,682.

The abnormally large shipments in 1919 were due to the fact that large stocks had accumulated during 1917 and 1918 and were not sold until 1919, when high prices prevailed.

Although prices varied according to the quality of the wine, it may be said the average export price for 1919 and 1920 was £50 for a pipe containing 418 liters (liter equals 0.264 gallon), as compared with £20 in 1913. The increased cost of the pipes or casks has been an important factor in maintaining the high prices. All staves and hoops are imported, and, in addition to the initial cost, the increased duties in 1920 helped to make them very expensive. The average cost of a cask in 1920 was £7, as compared with £2 in 1913.

Accurate statistics as to the destination of the wine exports are not obtainable, but a reliable estimate shows that of the total 6,549 pipes shipped, 2,400 went to Sweden, 600 to the United Kingdom, 600 to South America, 500 to Denmark and 500 to France.

MT. OLIVE STAVE COMPANY RE-ELECT OFFICERS

The Mt. Olive Stave Company, the well and widely known tight barrel stave and heading manufacturers of Batesville, Ark., at a recent meeting of the stockholders of the company re-elected its officers as follows: Dak Walbert, President; Sam Deener, Vice-President, and T. J. Walbert, Secretary-Treasurer. At the same meeting officers of the C. G. Hopkins Coopers Company, Joplin, Mo., were elected. T. J. Walbert, President; Roe Warren, Vice-President, and C. G. Hopkins, Secretary-Treasurer.

AMERICAN OILS FIND READY SALE IN CZECHOSLOVAKIA BECAUSE OF SUPERIOR QUALITY

In the following recent report on the mineral oil situation in Czechoslovakia, Trade Commissioner Valdimir A. Geringer, writing from Prague, gives some interesting and illuminating information which will be found informative reading by both our oil and barrel manufacturing friends. The report says:

"To insure a supply of mineral oils needed by the railroads, manufacturers and farmers, the Czechoslovak Government in 1919 entered into an arrangement with the Association of Mineral Oil Refineries for the importation and distribution of oil under a State guaranty of 300,000,000 Czechoslovak crowns. There was a great scarcity of mineral oils in the country, and Government aid in supplying the need was necessary.

"In the first months of 1920 there was still a noticeable shortage. Later, storehouses became filled, and anxiety in regard to the importation of mineral oils from Poland, Rumania, and the United States disappeared. Those who hoped that demand and supply would mutually adjust themselves were disappointed. At the beginning of June, 1920, the decline in the sale of mineral oils became marked. This depression has continued, and according to the opinion of dealers there is no hope of early improvement.

Large Stocks Accumulated—Oil Agreements and Contracts

It is estimated that, besides large quantities of petroleum, there are at the present time supplies of benzene, gasoline, and lubricating oils sufficient, at the existing rate of consumption, for a year and a half. These large accumulations represent at the prevailing market prices a loss of 60,000,000 crowns.

The Ministry of Public Works maintained control and management of the purchase, distribution, and sale of mineral oils through the Association of Mineral Oil Refineries, which entered into such contracts only as were approved or desired by the Ministry.

Various compensatory agreements with Poland proved very unsatisfactory on the whole. The last was en-

tered into on September 26, 1920, according to which the Poles were to give a maximum quantity of 7,083 metric tons of crude oil and 1,250 tons of mineral-oil products a month in exchange for coal and coke. While the provisions have been mutually adhered to and deliveries made, the agreement is contingent upon the outcome of the Plebiscite in Upper Silesia.

Large quantities were contracted for with Rumania in January and May, 1920. Considerable difficulties, especially the inability to secure Danube boats, have hampered delivery. Transportation by rail from refineries to Danubian ports was also very unsatisfactory.

Orders Placed in United States—Change of Control

Several boatload orders for petroleum and gasoline, and also for 12,000 barrels of lubricating oil were placed in the United States and were filled. Great quantities of lubricating oil and paraffin were bought on private contract. The high rate of exchange of American dollars, however, caused high prices. While goods bought by order of the Government were undisposed of, no importation of mineral oils, according to the decision of the Ministerial Council of August 26, 1919, should take place unless by agreement with the Association of Mineral Oil Refineries.

In 1920, however, the Mineral Oil Syndicate was dissolved and the Foreign Trade Commission assumed control over the importation and exportation of mineral oils. In view of the circumstances, no further purchases by the association under the State guaranty have been made.

Contemplated Agreements for 1921—Duties and Taxes

Commercial agreements with Rumania and Poland will again come under consideration in 1921, when it is expected that oil will be secured in exchange for machinery, drilling tools, textiles, shoes, glassware, and paper.

Large supplies of crude oil and mineral-oil products which are available for export are reported to have accumulated in Poland. Since December 1, 1920, freight rates on Polish railways have, however, been increased

100 per cent., and in addition thereto the Czechoslovak customs duties have been increased so that the duty on petroleum and gasoline is 33, Czechoslovak crowns, lubricating oils 36 Czechoslovak crowns, and paraffin 120 crowns per 100 kilos.

In addition to the duty of 33 crowns, a commodity tax of 13 crowns per 100 kilos is collected on petroleum, and a sales or turnover tax of 2 per cent. levied on the sale of all goods must also be paid.

Wide Diversity in Prices of Mineral-Oil Products

There is a great diversity in prices of the various mineral-oil products. Until recently benzene or gasoline sold for 20 crowns a kilo. The price has declined to 17 and 14 crowns, and one concern was offering it in January, 1921, for 10.65 crowns a kilo in barrels f. o. b. Prague, and 9.52 crowns a kilo in tank-car lots f. o. b. Bohumín. Petroleum retails in Prague from 8.5 to 12 crowns a kilo. The lowest price in tank-car lots is 6.4 crowns a kilo, f. o. b. Bohumín. Polish lubricating oils sell for 8 to 12 crowns, and American lubricating oils from 12 to 28 crowns a kilo. Notwithstanding these differences, American oils are readily purchased because of their superior quality.

This great diversity is explained by the difference in the original cost of the goods, the fluctuating rate of exchange, the quantities purchased and remaining unsold, the continued increase in freight rates, and other expenses. Every dealer is obliged to submit to the Ministry of Public Works an itemized statement of all these expenditures, and in fixing his selling price is permitted to add a fair percentage for his profit.

Price Reductions Sought—Distributing Supplies to Consumers

Several meetings and conferences of representatives of automobile manufacturers, merchants, dealers, farmers, and other consumers of oils and mineral-oil products have been held with the Ministry of Public Works. Because of the industrial depression, Czechoslovak consumers have insisted upon a substantial reduction in prices. Machine and automobile concerns desire an absolutely unrestricted trade in mineral oils. They

BUYERS' DIRECTORY

Parties wanting anything that comes under any of the following heads, will do well to remember that these are the most reliable and trustworthy manufacturers and dealers in their respective lines. Always mention this paper when writing. I.F.C. means inside front cover. I.B.C. means inside back cover.

BARREL MACHINERY	
The John S. Oram Co., Cleveland, Ohio	14-15
E. & B. Holmes Machinery Co., Buffalo, N. Y.	14-15
Rochester Barrel Machine Works, Rochester, N. Y.	14-15
Clough & Witt Machine Co., Cleveland, Ohio	14-15
Marten, Graham & Anderson, San Francisco, Cal.	14-15
STAVE MACHINERY	
The John S. Oram Co., Cleveland, Ohio	14-15
The Peter Gerlach Co., Cleveland, Ohio	14-15
Rochester Barrel Machine Works, Rochester, N. Y.	14-15
E. & B. Holmes Machinery Co., Buffalo, N. Y.	14-15
Baxter D. Whitney & Son, Winchendon, Mass.	14-15
Trevor Manufacturing Co., Lockport, N. Y.	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
Daniel W. Ryan, Inc., Chicago, Ill.	14-15
W. K. Noble, Fort Wayne, Ind.	14-15
HEADING MACHINERY	
Baxter D. Whitney & Son, Winchendon, Mass.	14-15
E. & B. Holmes Machinery Co., Buffalo, N. Y.	14-15
Rochester Barrel Machine Works, Rochester, N. Y.	14-15
The John S. Oram Co., Cleveland, Ohio	14-15
The Peter Gerlach Co., Cleveland, Ohio	14-15
Trevor Manufacturing Co., Lockport, N. Y.	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
Daniel W. Ryan, Inc., Chicago, Ill.	14-15
W. K. Noble, Fort Wayne, Ind.	14-15
HOOP MACHINES	
Rochester Barrel Machine Works, Rochester, N. Y.	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
W. K. Noble, Fort Wayne, Ind.	14-15
SPRAYING MACHINES	
Hynson Tool and Supply Co., St. Louis, Mo.	14-15
BARREL HEATERS	
Hynson Tool and Supply Co., St. Louis, Mo.	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
K. W. Jacobs Coopers Company, Milwaukee, Wis.	14-15
BARREL ELEVATORS AND CONVEYORS	
The John S. Oram Co., Cleveland, Ohio	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
DRAG SAWS, ETC.	
Rochester Barrel Machine Works, Rochester, N. Y.	14-15
J. C. Penneyer Co., Chicago, Ill.	14-15
H. C. Curtis Co., Kalamazoo, Mich.	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
DOWEL PINS	
Hickson-Rogers Mfg. Co., Fargo, N.D.	14-15
Hynson Tool and Supply Co., St. Louis, Mo.	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
PAIL AND TUB MACHINERY	
Baxter D. Whitney & Son, Winchendon, Mass.	14-15
The Peter Gerlach Co., Cleveland, Ohio	14-15
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TRUSS HOOPS	
Hynson Tool and Supply Co., St. Louis, Mo.	14-15
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Lucas E. Moore Stave Co., New Orleans and New York	14-15
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Pensacola Coopers Co., Pensacola, Fla.	14-15
Wright Barrel and Export Co., Jacksonville, Fla.	14-15
Hirsch Coopers Co., Houston, Tex.	14-15
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Myers Stave & Mfg. Co., Hickory, Ark.	14-15
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J. C. Penneyer Co., Chicago, Ill.	14-15
J. D. Hollingshead Co., Chicago, Ill.	14-15
Wm. H. Coleman Co., Jackson, Tenn.	14-15
Lucas E. Moore Stave Co., New Orleans and New York	14-15
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Wright Barrel and Export Co., Jacksonville, Fla.	14-15
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Stephen Jerry & Co., Brooklyn, N. Y.	14-15
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G. Sinclair & Sons, New-Castle-On-Tyne, England	14-15
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Hirsch Coopers Co., New York and Houston, Tex.	14-15
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Max Fleischer, 475 N. McNeill St., Memphis, Tenn.	14-15
Stephen Jerry & Co., Brooklyn, N. Y.	14-15
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hope that by the reduction of all raw materials they will be put in a better position to meet foreign competition in their lines.

The method of securing oil has been very cumbersome. The consumer has had to file with the Ministry of Public Works an application, approved by the local district official, for a stated quantity of oil. When the application has been granted, the oil dealer has been obliged to secure from the Ministry a transportation or shipping permit, giving him the right to ship to the consumer.

The Ministerial Council has decided to do away with the customer's permit and the transportation permit which have caused unusual delays and have unduly increased overhead expenses.

Proposed Surtax on Oil Imports

While realizing the importance of bringing about a reduction in the prices of all raw materials, the Government, in view of its obligation to reimburse the Association of Mineral Oil Refineries for all losses sustained under State management, is not prepared to remove all restrictions under which the mineral-oil business is suffering. While domestic trade is soon to become free, and the placing and filling of orders, as before the war to be permitted, the importation of mineral oils will undoubtedly be subjected to an additional tax.

The plan which will most likely be adopted is to create a fund from a surtax imposed on all oil imports, say 1 crown per kilo, to be used in covering Government losses, under its guaranty. At this time it is not possible to say what amounts the State will eventually have to pay. Much will depend upon future prices and the amounts realized from the special surtax.

While applications for import licenses are still re-

quired, they have been readily granted when the prices stated therein have been fair. The pre-war annual consumption of petroleum in Bohemia, Moravia, and Silesia is estimated at 90,000 metric tons, and of lubricating oils 35,000 metric tons. There are no data on which to base estimates for Slovakia or Rumania.

Leading Oil Companies of Czecho-Slovakia

The Association of Mineral Oil Refineries, with offices in Prague, consists of the seven largest oil refineries in the Republic. These companies, together with their location and their annual pre-war consumption, are as follows: Mineral Refinery A. S., located at Bohumin, production 13,310 metric tons; Akciova Spolecnost pro Prumysl Mineralnich Oleju, at Pardubice, 13,109 metric tons; Privozské Závody Mineralnich Oleju, Spol. s R. O., at Privoz, 12,815 metric tons; Kralupská Rafinerie Mineralnich Oleju Lederer & Spol., at Kralupy, 4,670 metric tons; Ceska Akciova Spolecnost pro Rafinování Petrolje, at Kolín, 3,699 metric tons; Rafinerie Mineralnich Oleju Spol. s R. O., at Sumperk, 2,572 metric tons; Apollo Rafinerie Petrolje Ake. Spol., Bratislava (production not given).

The Vacuum Oil Co., with office in Prague, is the largest importer of American oils.

The Bridgeport Barrel Company, Bridgeport, Conn., has filed notice of dissolution under State laws.

Addison H. Gibson will erect a new barrel plant at Gertused and Second Streets, Bayonne, N. J. The plant when equipped will cost \$75,000.

Untold millions of apples have "smothered to death," the Department of Agriculture announced March 28th in a bulletin announcing discovery of a fresh air cure

for the raw fruit before it reaches the pie stage. "Apples to Be Made Comfortable" is the title of the government bulletin, urging apple hoarders to "keep your apples cool and then stand back and let them breathe."

Slack Cooperage Stock Wanted

Always in the market for

28½ in. and 30 in. No. 2 Staves,

34 in. Mill Run Staves,

19½ in. No. 2 and Mill Run Heading,

23½ in. Mill Run Heading,

Coiled Elm Hoops.

We also buy Tight Cooperage Stock

Quotations solicited

Swift & Company

Cooperage Department

South St. Joseph, Mo.

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MANUFACTURERS OF

All kinds of

Slack Cooperage Stock

—OUR SPECIALTIES—

GUM APPLE BARREL STOCK
PINE TRUCK BARREL STOCK

VIRGINIA STOCK HAS A REPUTATION
OUR GRADE UPHOLDS IT

NORFOLK - VIRGINIA

ALABAMA PINE HEADING

Any size up to 24 inches. Any thickness up to ¾ inch.
Square or Bevel Edge.

SHAVED HICKORY HOOPS

—AND—

SAWED COILED ELM HOOPS

Are our specialties. Made by men who know how and we make them right. Orders and inquiries solicited.

C. E. MURRAY :: Decherd, Tenn.

SKUSE'S COOPERAGE ROCHESTER

New York

Manufacturer of

and Dealer in

Staves Heading Hoops

For all kinds
of Slack Barrels

ORDERS solicited for
straight or mixed cars.
Local coopers supplied.
Write us whether you want
to buy or sell as we know we
can deal to your satisfaction.

Address, SKUSE'S COOPERAGE

Corner Finney and Davis Streets
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Slack Barrels

Shooks for Export

MANUFACTURERS
STEPHEN JERRY & CO.
Vandervoort Ave. and Withers St., BROOKLYN, N. Y.

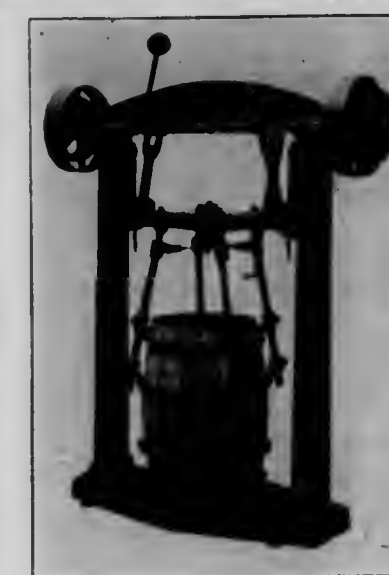
AMERICAN WIRE HOOPS

TWISTED SPlice Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

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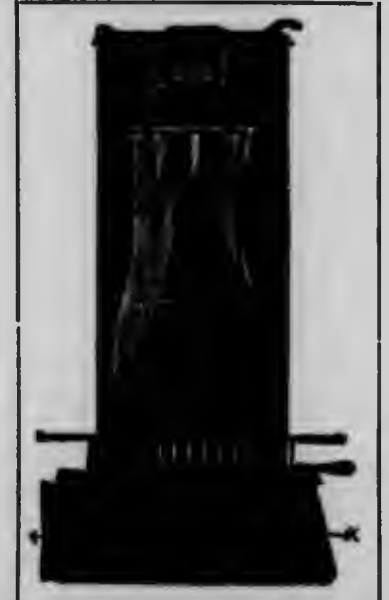
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The CLOUGH & WITT MACHINE CO.

CLEVELAND - OHIO

Manufacturers of

Improved and Patented
Slack Barrel
Machinery



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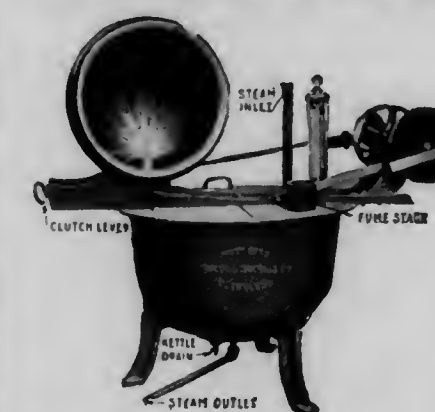
With new solid base and other improvements, making it now

The Best and Most
Satisfactory Barrel
Heater on the Market

K. W. JACOBS COOPERAGE CO.

MILWAUKEE, WIS.

CLEVELAND SPRAYING MACHINES



For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. Capacity as fast as the men can handle the cooperage.

We also build Superheaters and Branding Machines.

Eureka Machine Co. 2605 VEGA AVENUE CLEVELAND, O.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

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FOR SALE.—Re-manufactured Barrel Machinery. The following machinery good as new:
One Oram bung-boring, bush-driving machine
One Oram improved stave planer
One Eureka barrel-spraying outfit
One Strait tight barrel windlass
One Oram oil barrel trusser
One Oram crozing, chamfering and leveling machine, revolving heads.
One bung-boring machine made by the Cincinnati Cooperage Company
One Oram heavy flaring and punching machine
One Oram barrel-turning lathe
Two Oram setting-up forms
Two E. B. Holmes standard No. 38 slack crozer
One lot of steel truss hoops, of various sizes at a bargain.

All machines in stock at Fort Wayne, Indiana.
NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

MACHINERY EXCHANGE.—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices.

E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—REBUILT STAVE AND HEADING MACHINERY

Two Greenwood heading turners.
One heading sawing machine.
One No. 4 stave cutter.

ROCHESTER BARREL MACHINE WORKS,
Manufacturers of the "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

FOR SALE.—A double end Holmes Chamfering and Crozing Machine in first-class condition. Price upon application. MULKY SALT COMPANY, Detroit, Mich.

MACHINERY FOR SALE

Complete circular saw mill, heading, stave machinery, 85-horsepower boiler and engine, belting, shafting, pulleys, blower, tilted band saw, Fay & Eagan. Filing outfit for circular and hand saw. Good running condition. Address FELLERS BROTHERS, Harrietta, Mich.

MACHINERY WANTED

WANTED.—Second-hand hoop-driving machine, suitable to handle barrels ranging from 30 to 60 gallons. Give full particulars and price wanted in reply. Address "DRIVER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—For slack stock—one jointer that will joint 36" staves; drum saw for cutting 36" staves, and an equalizer to equalize bolts from 30" to 36" long. Address "SLACK," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

EXPORT OPPORTUNITY

SWISS BUSINESS MAN, actually residing in Spain, knowing English, French, Spanish and German; thoroughly acquainted with business organizations; energetic and progressive, and with important relations with European Cooperage market, wants position as export representative with company who requires and pays good for knowledge, ability and experience. Open to accept position in early spring. For particulars address "SWISS," care OF THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE.—One car of apple tree logs suitable for tool handles. Address "LOGS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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WHITE OAK STAVES FOR SALE

40,000 35-in. sawn white oak staves, wines.
40,000 35-in. sawn white oak staves, oils.
80,000 30-in. to 18-in. white oak staves, wines and oil grades.

These staves are not surfaced. Submit your best offer to

B. AND D. SAW MILL CO.,
HIGDEN, ARKANSAS.

PLANT FOR SALE

FOR SALE—COMPLETE HEADING MILL

One Heading Mill complete, in operation, with plenty of timber in sight. With trucks, horses and oxen. If interested write the PLAINVILLE COOPERAGE CO., P. O. BOX 385, WASHINGTON, INDIANA.

HELP WANTED

WANTED.—Foreman for our tight keg factory at Louisville, who understands handling men, setting crozer knives and making first-class kegs. Give reference and wages required. LOUISVILLE COOPERAGE CO., 29th and Broadway, Louisville, Ky.

SECOND-HAND PACKAGES FOR SALE

FOR SALE.—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.

Tanks—300 to 18,600 gal. capacity.
Casks—85 to 6,000 gal. capacity.
Vats and Tubs—275 to 4,000 gal. capacity.

Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE.—About 2,000 slack paraffin barrels. These barrels are a little larger than a sugar barrel and make a very good package for crockery. Also have about 5,000 18" kegs for quick sale. Address "SALES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE.—Used ale cooperage, hogsheds, barrels, halves, quarters; all equipped with triangle Golden Gate valves and vents. Apply THE FRANK JONES BREWING COMPANY, Portsmouth, N. H.

For Sale—Used Casks—Bargain

We have for sale approximately 475 large casks which contained Citrate of Lime—packages in poor condition, but could be knocked down and recovered. These containers are made of Italian chestnut lumber. Will sell at your price if you buy promptly. THE WARNER CHEMICAL CO., Carteret, New Jersey.

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WANTED.—Position as Superintendent of tight barrel stave plant making finished staves. Have thorough knowledge of stave manufacturing and can handle men. Address "F. A. L.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Position as Manager or Superintendent of tight barrel plant. Have practical knowledge of the business extending over many years. Reference A-1. Address "COOPER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—Position with a keg-manufacturing concern, where experience and efficiency will count. Have had 15 years' experience on slack kegs, using all kinds of hoops; 2 years' experience with Wm. Glaser riveting machines, also with nailing machines, and can keep all machines in order. Have set up kegs by foot treadle, averaging from 500 to 600 a day, and kegs by hand, averaging from 155 to 175 a day. Reference A-1. Address "CAPABLE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED.—By practical tight barrel cooper, traveling Pennsylvania, Maryland, Delaware and New Jersey, opportunity to repair and cooper barrels, carload or small lots, for factories or dealers. Could also work up a good trade on hardwood kegs and barrels. Address "J. E. M.," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Manufacturers of and
Dealers in all kinds of **Cooperage**
MATCHED STOCK A SPECIALTY
Office and Factory, 3134-3160 Chartres Street, New Orleans, La.
MILLS, FORDOCHE, LA.

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STANDARD HOOP CO.
LIMITED
Manufacturers of **COILED ELM HOOPS** 3 ft. to 8 ft.
Long
ALSO HEADLINERS
Write us for prices when in want.
BAY CITY, MICHIGAN

Staves, Heading Hoops
TIGHT and SLACK
E. HENNING, Inc., 105 South La Salle Street
CHICAGO, ILLINOIS
Also Ice Cream Tub Staves and Bottoms :: ::

STANDARD COOPERAGE COMPANY
ABERDEEN, WASHINGTON
Manufacturers of **FIR and SPRUCE STAVES and HEADING**
For Tight and Slack Packages of Every Description
YOUR INQUIRIES SOLICITED
QUALITY STOCK PROMPT SERVICE

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MANUFACTURERS OF
Slack Barrel Staves, Heading and Hoops
ALLENTOWN, PENNSYLVANIA

REINSCHMIDT STAVE CO.
...MANUFACTURERS OF...
Tight and Slack Barrel Staves
AIR-DRIED AND LISTED
Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to **QUITMAN, GEORGIA**

HICKSON-ROGERS MANUFACTURING CO.
MANUFACTURERS OF
Dowel Pins, Club Turned Oak and Tight Barrel Staves Hickory Spokes
[WE ARE READY TO HANDLE YOUR ORDERS IN ANY QUANTITIES. STOCK AND SERVICE A-1. WRITE US]
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Southern Cooperage Co., Inc.
Manufacturers of **KEG STAVES**
Seven Mills, daily capacity 120,000. Shipping points: Jarratt, Va.
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MANUFACTURERS OF
BARRELS, KEGS, KITS AND PAILS
OF ALL SIZES FOR DRY OR LIQUID PRODUCTS

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C. HEIDT and SON
Jersey City Cooperage
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Manufacturers of New Flour, Sugar, Fruit and Hull Barrels. Also all kinds of New Heading, Staves, Hoops, etc.
Dealers in Second-hand Flour, Sugar, Lard, Oil, Whiskey, Glucose and Molasses. Barrels of all descriptions. Shooks for Export & Specialty.
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We are large buyers of Slack Cooperage Stock of all kinds, and we want your prices
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BARREL MANUFACTURERS
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Manufacturers of **HIGH-GRADE TIGHT and SLACK BARRELS**
Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING
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Manufacturers
WINE, PICKLE and OIL COOPERAGE
ALWAYS IN THE MARKET FOR SQUARE HEADING AND STAVES OF ALL KINDS. QUOTE PRICES
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WRIGHT BARREL & EXPORT CO., Inc.
Successors to WRIGHT BARREL AND COAL CO.
JACKSONVILLE, FLORIDA
Manufacturers of **TIGHT COOPERAGE**
Oil and Tallow Shooks for Export
Correspondence Solicited

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WHOLESALE DEALERS IN **SECOND HAND BARRELS**
Business transacted in every part of the United States and Canada. We are always in the market for all kinds of second-hand tight and slack barrels. Also white oak, gum, beech and dog heading. Correspondence solicited.
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Columbia and Water Streets :: Portland, Oregon
We carry a large stock of second-hand Barrels Fir and Cider, Vinegar, Lard, Glucose and Oil Barrels Oak
We are in position to furnish you barrels for all purposes Write Us When in Need

FRANCIS STAVE & LUMBER CO.
MANUFACTURERS OF
White and Red Oak Staves
Of All Kinds from 12 in. to 36 in. Long
Also all kinds of White and Red Oak Lumber, Railroad Ties and Crossing Planks
We solicit your inquiries
BLACK :: MISSOURI

When in the Market for Any Size or Grade of
Slack Staves, Heading and Hoops
WRITE
THE J. V. WALSH COMPANY 707-8-9 PEOPLES BANK BUILDING
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DANIEL W. RYAN, Inc.
Tight and Slack Cooperage Stock
— Machinery —
Exclusive Brokers to the Trade
WRITE FOR CIRCULAR
220 SOUTH STATE STREET - - - CHICAGO, ILL.
HAVE YOU SEEN THE Improved Spayd Brothers' Automatic Jointing Machine or the New Spayd Brothers' Stave Lining Machine? You will profit by installing them. They pay for themselves.

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TRY OUR SPECIAL "AD" DEPARTMENT
It is our business to get buyers and sellers together and we can do it. It is your business to turn unused, or idle machinery and tools, etc., into money and you can do it. Cost is small. Returns are large.
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WYNNE -:- ARK.
Manufacturers of
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There may be some hoops as good as ours but None Better. Give us a trial.

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OF **AND COMPRESSED BUNGS**
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For Tight and Slack Cooperage
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Quote Us Now
Established 1857
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DEALERS IN PREPARED
Second-Hand Barrels Ready to Fill
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EMPTY BARRELS
ALWAYS AT YOUR SERVICE
Address Us—2840 Smallman St., Pittsburgh, Pa.

Hoop Nails Hoop Staples Hoop Fasteners
Bright, Blued, Coppered or Galvanized
Write for prices and samples
THE GEO. W. STANLEY CO. - Belleville, Ill.

BIG REDUCTION IN PRICES ON Cut Tacks and Small Cut Nails

NET PRICES

Basket Tacks

No. 4	No. 6	No. 8	No. 10	No. 12 and larger
\$15.30	\$14.90	\$12.55	\$11.60	\$10.45

Basket Nails

5/8"	3/4"	7/8"	1"	1 1/8"	1 1/4"
\$12.00	\$11.75	\$11.50	\$11.25	\$11.00	\$10.50
1 1/2" and larger					\$10.00

Cooper's Hoop Nails

5/8"	3/4"	7/8"	1"	1 1/8"	1 1/4"
\$10.75	\$10.60	\$10.40	\$10.25	\$10.00	\$9.90
1 1/2" and larger					\$9.75

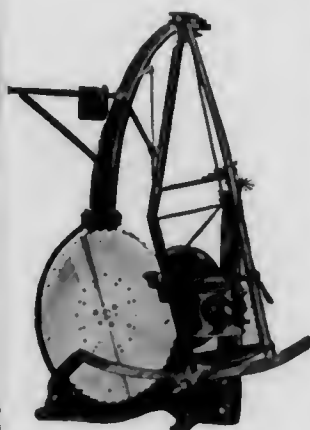
WE can furnish the Nails with Tack Points if desired.

We also manufacture all kinds of Cut Tacks and Small Cut Nails.

We make a specialty of manufacturing SINGLE LOOP BALE TIES FOR THE STAVE AND HEADING MANUFACTURERS.

Terms
30 days
Net
Less 2%
10 days
LET US
QUOTE
YOU

UNION STEEL & WIRE CO.
INDIANAPOLIS, IND.



GERLACH MACHINERY

PRODUCES THE BEST AS WELL AS THE CHEAPEST TIGHT OR SLACK

STAVES, HEADING, KEGS, BARRELS AND SHORT BOX SHOOKS

100% to 400% profit in Cooperage Stock today. Be wise and purchase the best Machinery.

Circular, Drag and Cylinder Saws Repaired

Dixie Portable Gasoline Drag Saw

Price with one saw blade and dry battery ignition system \$270.00
Price with one saw blade and Bosch magneto ignition system 300.00
Price extra 5, 5 1/2 or 6-foot saws, each 14.00
Price extra 6 1/2 or 7-foot saws, each 16.00

THE PETER GERLACH CO.

ESTABLISHED 1854

CLEVELAND - OHIO

Holmes Rack and Pinion Hoop Driver



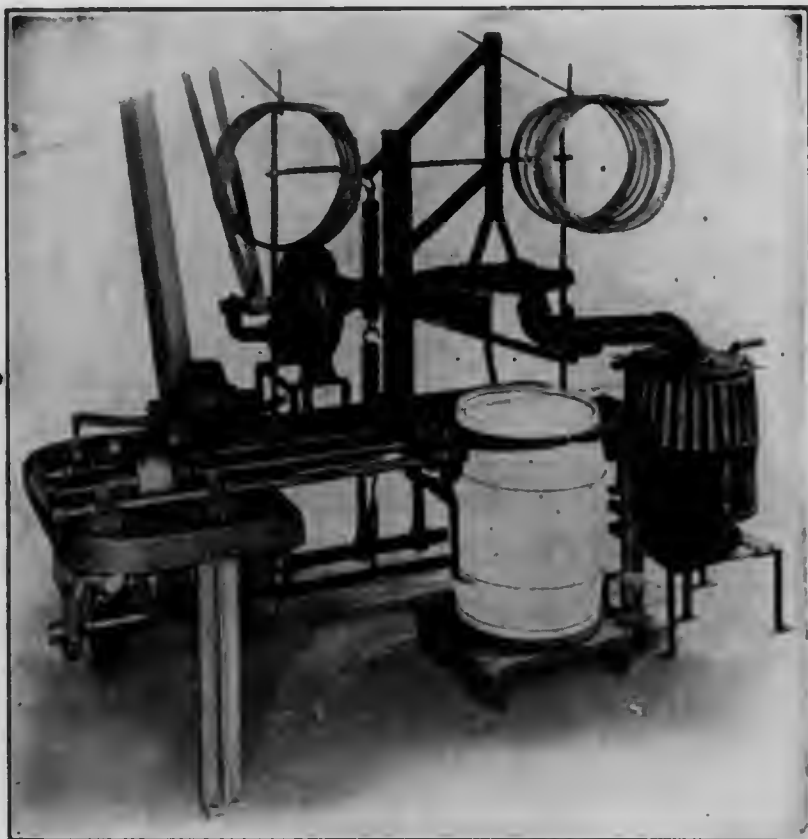
Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

Get prices and particulars from the

COOPERAGE MACHINERY MAKERS

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.



The highest point in machine efficiency is the

"Perfection" Heading-up Machine

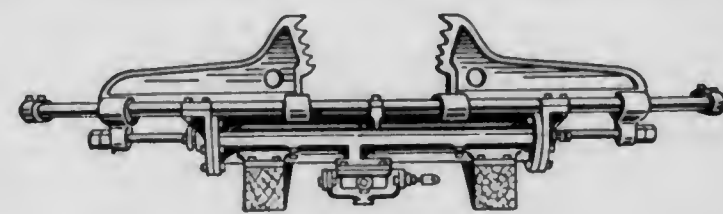
for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

Are You Using a "Perfection?"

MARTEN, GRAHN & ANDRESEN

Twenty-second and Illinois Streets : SAN FRANCISCO, CAL.

Genuine Hill Style "E" Steam Dog



Everything required for Cross Cutting and Dogging.

Our STEAM DOGS and DRAG SAWS

are standard equipment in every modern American cutting-up plant.

HILL-CURTIS CO.
SAW MILL AND WOOD CUTTING MACHINERY
OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN

KEGS

All Sizes
5 to 30 Gallons
in White Oak,
Red Oak and
Gum

LUCAS E. MOORE STAVE CO.
New Orleans, La.

Keg Factory: SOUTHPORT, LA.

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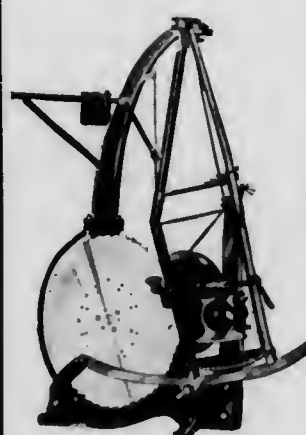
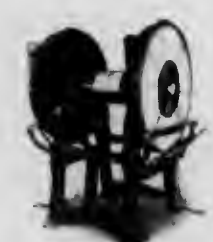
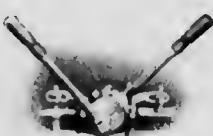
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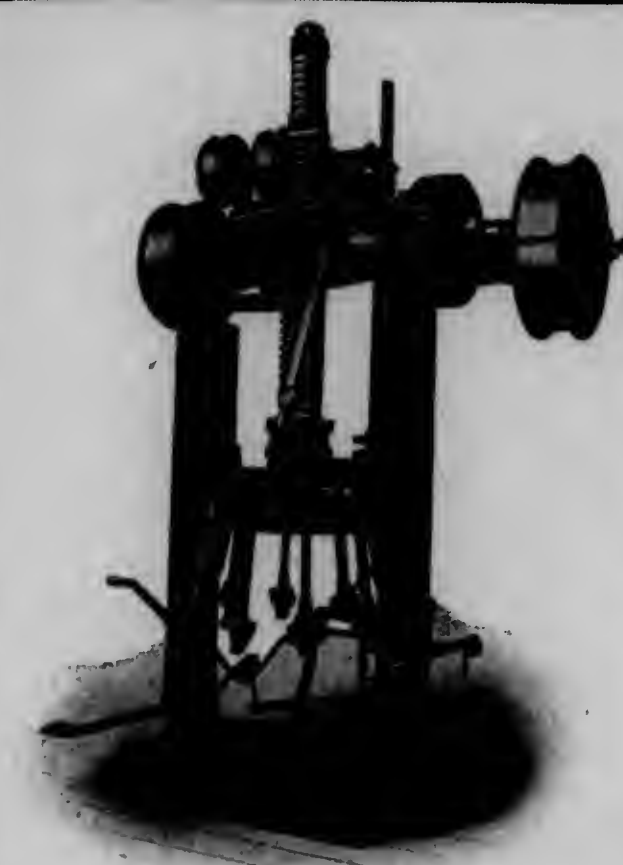
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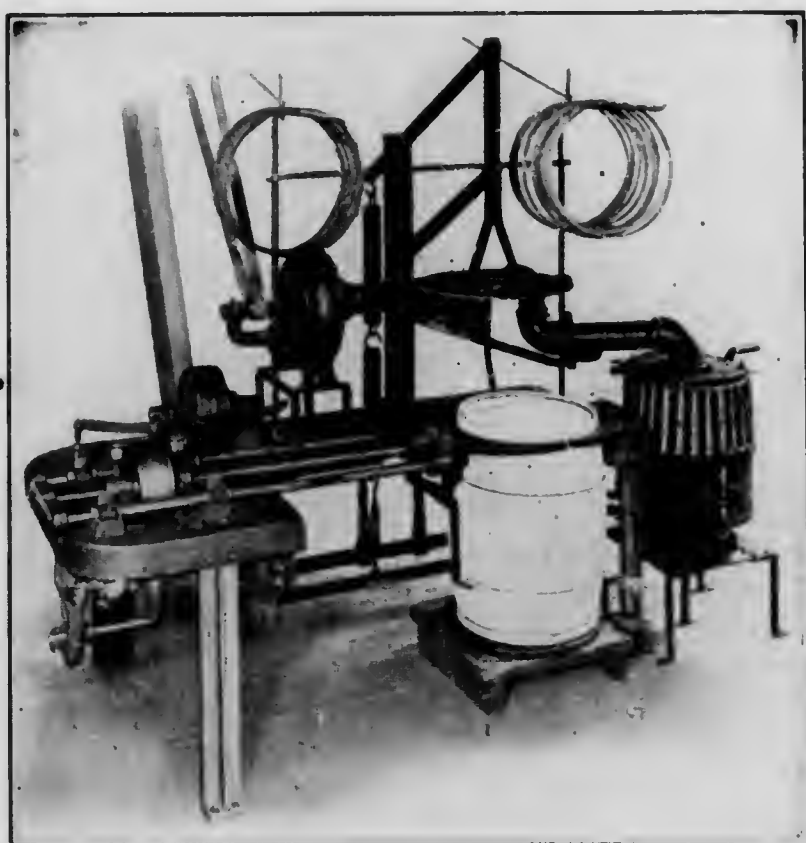
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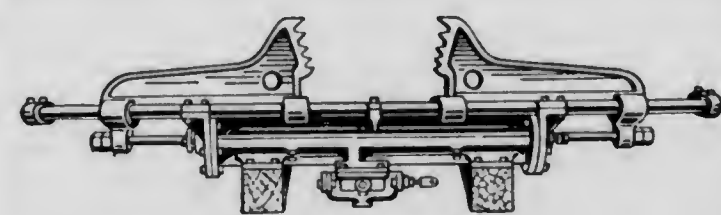


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'Greenwood'
No. 5
SLACK
HEADING
TURNER

No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.

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MACHINE WORKS

Successor to JOHN GREENWOOD

Rochester :: New York



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